

THE Publishers' Weekly

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No. 24

ALFRED A. KNOPF



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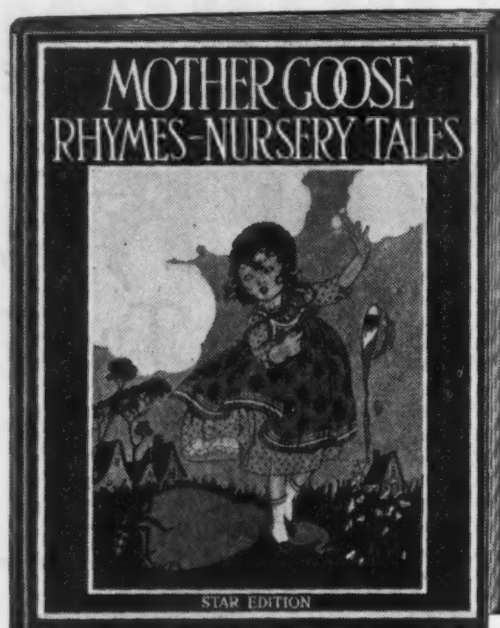
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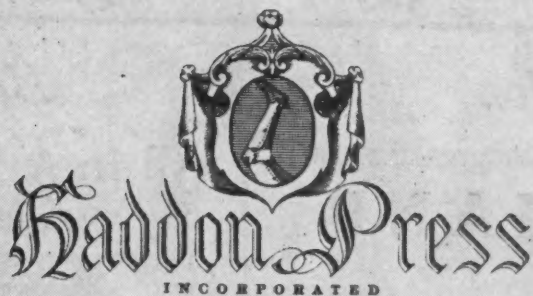
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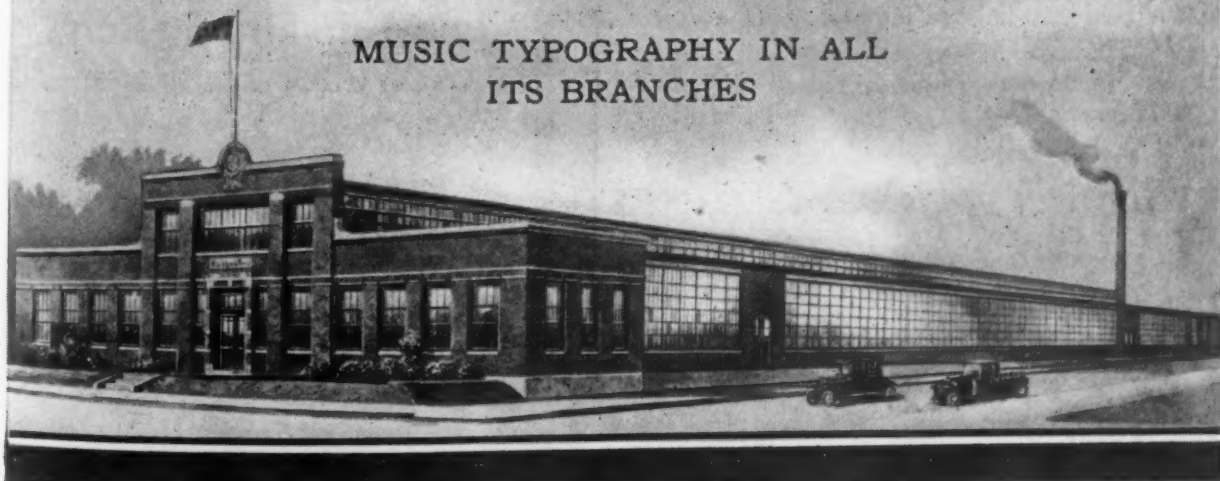
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The Publishers' Weekly
THE AMERICAN BOOK TRADE JOURNAL
Founded by F. Leyboldt

December 9, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Looking Forward to January

JUST as the most successful bookstore managers were laying Christmas selling plans in August when it was almost impossible not to loaf thru the dog days, so in December, in spite of the pressure, experienced managers are giving thought to January sales. That January is a clearance sale month in the bookstores is so firmly fixed in every book lover's mind that nothing is easier than to build a successful clearance program on this strong foundation. In hundreds of shops, the week after Christmas will be a time of straightening out and clearing up; and the weeks after New Year's, the time for special sales.

A book lover who has traveled around the country considerably and has taken a friendly interest in the welfare of bookshops has observed that the most common fault in bookstore management is the failure to take losses on books that have become inactive, in order to keep the stock clear. Dealers in other lines of merchandise have learned to clear up promptly, and the bookseller must adopt similar tactics or clog his shelves with an accumulation of inactive stock. The first thing he should do is to realize the place of the clearance sale in his year's business program, and his accounting should carry an allowance for depreciation which would make it possible to put a general clearance into January without making it an unprofitable month. The next thing to do is to take advantage in advertising and by various other methods of promotion of the interest in January book sales already existing in the mind of the public. At no time is newspaper advertising more effective.

An important thing is to plan the sale so that it will have an energetic beginning and a fixed day of ending, with each salesman alert to the importance of the clearance and anxious to make it complete. The bargains should be placed where they will be most appreciated, so that as little as possible has to go back to the shelves. A program like this will find the middle of January with stock in better shape and counters ready for the new books pub-

lished in the late winter and spring. This program is the natural introduction to another season of good year round bookselling.

Between now and January first, the PUBLISHERS' WEEKLY will continue to emphasize the importance of this clearance work. A suggestive article on "A One Copy Sale" will be printed December 23rd.

The New Book Review

ONE of the most ambitious efforts in the wide movement to create book interest this fall has been made by Funk & Wagnalls Company. Reading enthusiasm is to be fostered by a new monthly publication, the *International Book Review*, the first number of which came out in December. The editorship has been placed in the competent hands of Clifford Smythe, for so many years with the *New York Times Book Review*.

The first number is a fine tribute to his ability to plan material of wide general interest. There are articles by Sinclair Lewis, Gertrude Atherton, Christopher Morley, Richard LeGallienne, George Barr McCutcheon, Heywood Broun, Zona Gale, Amy Lowell, to mention but a part of those on the list, and all the articles are well illustrated. The first number of 100 pages has been most generously supported by advertising—about 40 pages in all.

The editor points to the key-note of his policy in emphasizing in his editorial that those who have considered the book as something cloistered and contemplative must come to see that in this age it is a thing of dynamic energy closely related to the most practical affairs of life. "Just as Christianity is based on a book, it may well be that the future conquest of the empire of peace will find in a good book a more effective ally than a thousand battle-ships." The paper does not intend to stand for special schools or movements among writers, but, as the editor says, "it is the news value of a book that gives the measure of vitality in its relation to humanity, and, to really estimate this value, one needs what we may call the international as distinguished from the local method of approach."

Two December Lectures

TWO of the interesting lectures scheduled for December by the League for Political Education at the Town Hall are that of Montrose J. Moses on "Children's Books and Reading" for Dec. 11, and that of Herbert Adams Gibbons on "The New Map of Europe" for Dec. 15.

Publishing Centenaries

IN connection with the twenty-fifth anniversary of the Merchants' Association in New York, all business houses of the city which had been in continuous existence for a hundred years were asked to be represented as special guests. The advance announcement of this mentioned only the house of Harper, and this was reprinted in the PUBLISHERS' WEEKLY, but, by the time the full canvass was made, five publishing houses were on the list. These include, besides Harper's, the Methodist Book Concern, which was founded in 1804, William Wood & Company also in 1804, Wiley & Sons in 1807, Baker, Voorhis & Co. in 1820.

Philadelphia Booksellers' Meeting

THE November meeting of the Philadelphia Booksellers' Association was held Nov. 16th at the Franklin Inn Club. George Marsh, author of "The Whelps of the Wolf," gave an illustrated talk on his 1,500 mile canoe trip in the Hudson Bay District. Cullen Cain, Sports Editor of the *Philadelphia Public Ledger*, also addressed the members of the Association.

Clearing Up the Mailing Lists

THE problem of keeping mailing lists cleared of discontinued addresses, as was brought out in Mr. John Sterling's recent letter to the PUBLISHERS' WEEKLY, has proved of real interest to the trade, judging by the comments received. Korner & Wood Company of Cleveland point out that in sending out the *Book Review* they print beneath their business card in the corner the words, "Return postage guaranteed." This brings one cent matter back to their office, and the list is automatically corrected.

The Cafeteria and the Bookstore

A CAFETERIA in Springfield, Mass., is connecting its promotion with a current book in an interesting way. It seems that William Dudley Pelley in his book, "The Fog," has placed his heroine on a certain romantic evening in a window of the Worthy Cafeteria. People who recognize the situation have been asking for Madelaine's table and her chair. In its display advertisement in the Springfield *Republican* the cafeteria promises that "unless otherwise occupied, any customer will be allowed to sit in the very chair where Madelaine Theddon enjoyed that night of rare romance." Without conspiracy with the publisher it carries at the bottom the name of the book and publisher and says, "Read it."

T. S. Eliot Receives 1922 Dial Award

THOMAS SEYMOUR ELIOT has been awarded the \$2,000 donated each year by *The Dial* in recognition of able work. Eliot is a graduate of Harvard and the poetical leader of the Younger Generation. His latest work, "Waste Land" a poem of some length, will be published by Boni & Liveright. *The Dial* award, which is not considered as a "prize," was given last year to Sherwood Anderson.

Book Marking Cleared for Libraries

THE Treasury Department has announced a rescinding of its decision of last May on the marking of country of origin in imported books, in so far as it relates to books coming in for schools and libraries. Dr. M. L. Raney, acting for the library interests, obtained that word in Washington on November 29th. Dr. Raney appealed for a rescinding of the decision in so far as it applied to books coming into libraries, and, books coming in for individual ownership thru trade channels will not be affected, and presumably this means that no change will be made in that direction, as the Department would have covered both announcements at one time. As has been pointed out in the six months of discussion, the books from now on can be easily marked, as the Treasury Department wishes, on the back of the title page with the country of origin. On books already manufactured there is going to be continuous difficulty to get them changed from the marking which obtained at the time of manufacture and which was then satisfactory to the Government.

New Book Plate Process

A NEW process for preserving the plates of books is now being promoted, the "Linoplate." The process was exhibited at the Graphic Arts show in Boston, and the Haddon Press at Camden, N. J., has been canvassing book publishers to interest them in the idea. The plan is that after a book has been set and corrected in linotype form, instead of making electrotypes the slugs are planed off the depth of about an eighth of an inch, three grooves are then run the length of the page, copper wires are inserted in the grooves, and by a special welding process the metal becomes one mass. This process is less expensive than electrotypes, and, tho the plate is not so hard as an electrotype, it would stand the wear up to 20,000 or 25,000 copies, or more than is needed for most books which would be made in this way.

Lauriat, 1872-1922

By George H. Sargent

FROM its earliest days Boston has borne a bookish reputation. In what is practically a part of Boston, the town of Cambridge, the first printing press in the colonies was set up, and the first newspaper established on this side of the Atlantic was in Boston. Harvard College had its foundation in a gift of books, and as early as 1653 Captain Robert Keayne provided in his will for a town library. The earliest book catalog issued in America, that of the Reverend Samuel Lee of Bristol, R.I., was printed in Boston in 1686.

Libraries, printing and catalogs imply booksellers, and from the early days of the Massachusetts Bay Colony the English traders found a welcome market for books in the New World. John Dunton, the eccentric bookseller who came to Boston in 1686 with an invoice of books which he offered

to Harvard College, altho one of the best known, was by no means the first of Boston booksellers. John Usher, as early as 1685, had received invoices of books from London, where he had connections with the leading booksellers and publishers, and for many years the Ushers, father and son, carried on the book-trade in Boston.

The book-trade, however, has undergone great changes in the last fifty years. It has passed thru the vicissitudes common to

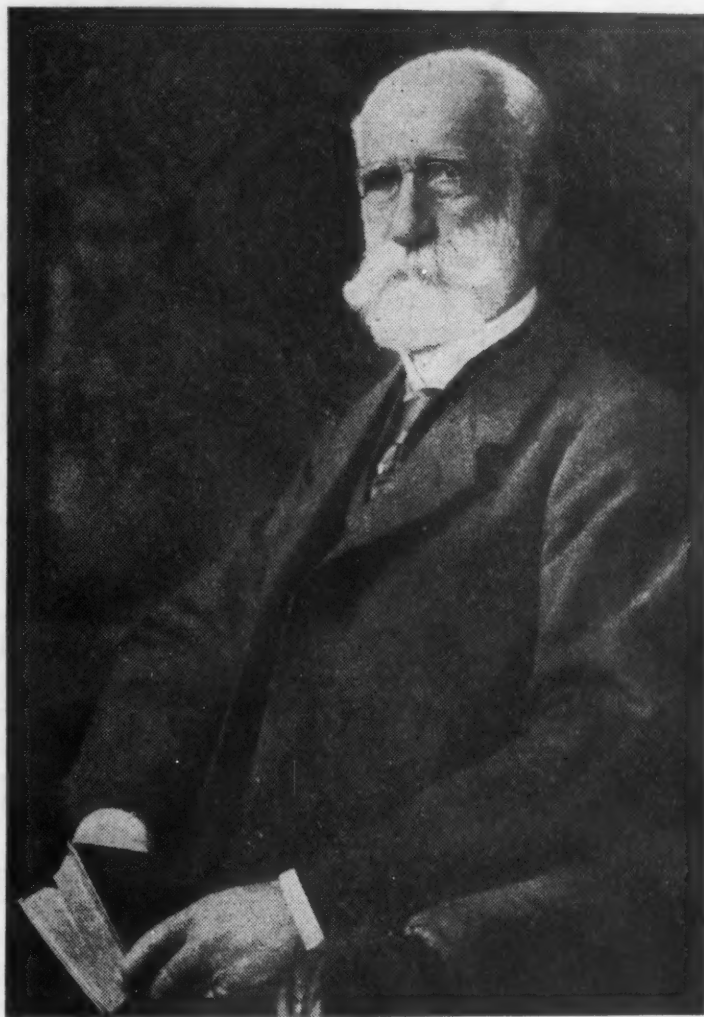
[Reprinted from the Boston Evening Transcript]

all kinds of business and emerged unscathed from wars, panics and the stress of foreign competition. These changes in literature, however great they may appear, have not been destructive. They have served to emphasize

the value of the Boston tradition of bookselling, that the bookseller should be more than a mere seller of books. To this tradition no firm has more closely adhered than the House of Lauriat—a name which has become synonymous with books.

In this year of the centenary of Boston as a city it is not easy to visualize the Boston of the first part of the last century and the state of the Boston book market at that time. In the eighteenth century the book-selling and publishing trade had clustered about the Old State House on Old Cornhill. This was not the Cornhill of today but that part of Washing-

ton Street from Dock Square to the present School Street, at the corner of which stood the building later occupied by the Old Corner Book Store. In 1816 the trade began to remove to a new street which had been laid out from Court Street to Cornhill (Washington), and named Cheapside. The plebeian designation was changed next year to Market Street, and in 1829 it was renamed Cornhill, generally called New Cornhill to distinguish it from the old Cornhill which had now become fixed as a part of Washington Street.



Charles E. Lauriat

William Veazie, located at No. 55 Cornhill, opposite from Drake's and Burnham's in the middle of the last century, was one of the best-known of this coterie of booksellers. For the first half of the century "Booksellers' Row" maintained its prestige. But with the coming of the fifties the trade began to broaden out in many ways. In 1855 twenty-nine bookstores and publishers were recorded on Washington Street as against twenty-five on Cornhill.

The Founding of Estes and Lauriat

It was into this bookish atmosphere and during this time of universal political and moral upheaval that Charles Emelis Lauriat, a lad of thirteen, fresh from the Phillips Grammar School on West Centre Street, entered the bookstore of William Veazie in the year 1855.

When the inevitable change of base to Washington Street came, the firm of Veazie went out of business and the youthful Mr. Lauriat, who in six years had taken his A. B. degree in bookselling, joined in the march of progress, and found employment with the firm of William H. Piper & Co., established at 131-133 Washington Street, at the head of Water Street. Here he met James M. Piper, brother of the head of the firm, who later became associated with Mr. Lauriat's own establishment, and who at the time of his death in 1919, at the age of ninety-one, was the oldest bookseller in America.

His earnest attention to business, resulting in his growth with that of the firm, bred in Mr. Lauriat the natural ambition to apply to his own benefit the talents which he had employed for others. In August, 1872, he realized his ambition, thus marking a new epoch in the history of Boston bookselling.

An unpretentious circular appearing in the mails of book-collectors fifty years ago announced the establishment of the new firm, Estes & Lauriat, and the beginning of an enterprise to which Charles E. Lauriat devoted forty-eight years of his life.

Young Lauriat's story we already know. The other partner, Dana Estes, had been connected with the Boston book-trade for thirteen years, during the last five in charge of Lee & Shepard's wholesale department, and had an acquaintance with it thruout the whole country.

No. 143 Washington Street (now No. 301), chosen as the site of the new store, was in a center of historical and literary associations. Opposite was the famous Old South Church, in the tower of which was once stored the valuable library gathered by Thomas Prince, the annalist, when the building itself was used as a riding school for British officers in the Revolution. Across the street was the old building of the Boston *Evening Transcript*. The

Old Corner Book Store, on the site once owned by William Hutchinson, the husband of the famous Ann, was at the corner of School Street, on the same side of Washington. One could look down Milk Street and see the building on the site of the house in which Benjamin Franklin was born. Estes & Lauriat's stood almost on the site of the old Province House, the home of the colonial governors of Massachusetts. The opening of a bookstore in this location seemed natural and inevitable.

But the high hopes of the new firm gave way to anxiety on the night of Nov. 9, 1872, when fire broke out in Chauncey Street and within a few hours, resisted only by a crippled fire department, had developed into a conflagration. The next morning it was sweeping thru the business district toward the new store and threatening the whole city. The partners in the young bookselling firm watched the oncoming tide of flame with dread, but realizing that in preparedness there was safety they worked feverishly to remove their stock to Beacon Hill from its dangerous proximity to the fire. As they worked, watching the fire eating its way thru brick and stone toward Washington Street, they may have seen the flames rising from warehouses in which valuable collections of literature and the fine arts had been housed by their owners in a fancied security. The flames bore skyward the rare Italian illuminated manuscripts and early printed books of George Henry Timmins; the unique extra-illustrated books of Dr. John Harvey Wright; two thousand volumes of early classics, block books, illuminated manuscripts and early printed books of Charles Levi Woodbury; the theological library of ten thousand volumes gathered by Rev. John Singleton Copley Green, intended for Harvard College; the fine libraries of Richard Sullivan, Harrison Ritchie and W. T. R. Marvin; Colonel T. B. Lawrence's splendid collection of arms and armor—all these the busy booksellers removing their stock may have seen disappear forever as the flames crept nearer, spurring them to renewed haste. Fortunately the fire was stopped at the Old South Church, but can one imagine the feelings of the young men starting in business on the edge of the smoking Sahara of ashes, brick, stone and twisted iron?

Thru excellent London connections the young book firm imported the latest and choicest productions of the English press. Tennyson, Swinburne, Meredith, Rossetti, Ruskin and other Victorian writers were producing those books which are to-day eagerly sought by the first-edition collector but which could then easily be secured by an enterprising American bookseller. Then, too, earlier works of these writers, of which copies were to be found on the shelves of London second-hand bookstores

but which were in condition "as new," were to be had for small sums. There were also passing into the "remainder" class those handsomely illustrated works of natural history, art, science and travel which were comparatively unknown to American readers. Convinced that such works would be appreciated on this side, Mr. Lauriat boldly made extensive purchases abroad and offered to his customers these books, with prints and engravings, which are now cataloged as "rare" at a fraction of their published price—an experiment the success of which has justified its continuance to this day.

One of the earliest circulars issued by the new firm calls the attention of book buyers to a list of English books, among which are found Joseph Nash's "Mansions of England in the Olden Time," 1869-72, a quarto originally published at \$50 and offered here at \$20, and M'Ian's "Costumes of the Clans of the Scottish Highlands," "reduced from \$100 to only \$60" and procurable to-day occasionally thru the auction room at about the new firm's prices. Waring's "Masterpieces of Industrial Art and Sculpture at the International Exhibition of 1862," with illustrations in colors and gold, originally published at \$250, was reduced in price 50 per cent, and has since shared the fate of most other sumptuous "World's Fair" editions of art books.

Famous Patrons of the Store

On the other hand, what bargains were to be found in those days! Here in this old circular dated October 1, 1872, is

"Blake, A Critical Essay." By A. C. Swinburne. With facsimile paintings colored by hand from the original sketches of Blake and his wife. Thick 8vo, new cloth, 1868. Reduced from \$6.50 to \$2.50."

Within two years a London dealer has paid four pounds for this same Swinburne "item," and it is doubtful if with the present interest in Blake another could be secured for that sum.

In 1873 Mr. Lauriat decided to visit London and made his first trip in the old Cunard steamer "Atlas." He was one of the first American booksellers to visit England to make extensive purchases of old and rare books.

Estes & Lauriat became the resort of book buyers from far and near. Here gathered the leading men in the literary, political, religious and social life of New England more than a generation ago. Into his store the affable "Autocrat of the Breakfast Table," the pensive Ralph Waldo Emerson, the erudite Frank B. Sanborn, the thoughtful Edward Everett Hale, the serious Phillips Brooks, the alert James G. Blaine, the novel-reading Thomas B. Reed and a host of other leaders in the world's thought and action came frequently to seek the wise

counsel of Mr. Lauriat, discuss new and old books and become his constant patrons. The humble student found the same warm welcome, and the kindly counsel of Mr. Lauriat helped alike the beginner in literary study and the expert collector of first editions or early printing. His dominant personality created an atmosphere so uncommercial that even the casual visitor and the stranger coming to the city felt at home as in a library rather than a place where books were sold.

In 1898 Mr. Lauriat decided to confine his activities to the retailing of books and the partnership of Estes & Lauriat was dissolved, Mr. Lauriat taking the retail department and occupying the same quarters. With characteristic energy he formed the Charles E. Lauriat Company, of which he became president, an office which he held during the remainder of his long and useful life.

The Present Abode of Lauriat's

Thus the famous bookselling house entered upon a new career. For eight years the old quarters of the firm sufficed for the business. But in 1906 the largest store in the building at No. 385 Washington Street, at the head of Franklin Street, was remodelled for the use of the Charles E. Lauriat Company and here today is the great bookstore internationally known as "Lauriat's" the story of which as a modern institution forms a new chapter in the history of Boston bookselling.

That service of the bookstore which comes most prominently before the public is the supplying of the new books of the day in the American and English markets and the offering of old and rare books. The windows of the Charles E. Lauriat Company on Washington Street provide for a representation of these two classes of trade.

The bright jackets of the "best sellers" on one hand and the brilliant colored plates of Alken or Cruikshank on the other are sure to attract the passer-by.

The Lauriat Company was one of the first to deal in so-called "Remainders." These are the last fifty, hundred or two hundred copies of worth-while books, published within the past few years, and having a considerable sale at the time, but which had been pushed aside after the immediate demand had been supplied, to make room for the new books of the day.

Up an easy flight of stairs in the rear of the store is the "Balcony Book Room." Here are not only the works known as "collectors' books," but "association books," which have an additional value from having been owned by illustrious people. Here, too, are carried a representative line of the colored plate books now so much sought by collectors; from the sporting books of the early nineteenth century with their

beautifully and brilliantly colored plates, to the limited editions of Arthur Rackham, Edmund Dulac, and other modern illustrators; the finest of colored sporting prints themselves, and, occasionally after one of Mr. Lauriat, Jr.'s, trips to England, the collector will find here an original painting or two by Henry Alken, John Howitt or John Leech; together with charming original colored drawings by Arthur Rackham and Edmund Dulac, which have been reproduced in the books illustrated by them. Here, also, are fine old sets, in new extra leather bindings by the best craftsmen. Particularly interesting in this room is a really wonderful collection of extra-illustrated books—books that have been enriched and rendered unique by the addition of extra portraits and views of persons or places referred to in the text. The collecting of these illustrations frequently takes years of patient work on the part of an expert, and often have to be inlaid to the size of the printed page.

The large room in the front of the basement formerly referred to as "downstairs" has now come to be known to a multitude of collectors and other book buyers as "Lauriat's Old Book Room." It is an ideal place for the treasures it contains—a well-lighted room with shelves and counters covered with some of the great gems of the world's literature, most of which have come into the market thru the breaking up of old English country-house libraries.

These are the visible signs of the activity and progress of this institution of literary Boston. Less visible but equally important keystones which have contributed to the successful service that the company gives are the Library Department, where the librarian from either the large city or the country town may have the services of the senior partner to assist him in the choice of books most suitable for the library's needs; the Catalog Department, which has the services of a man who has been with it practically since the firm of Estes & Lauriat started in business, and finally the Mail Order Department, where the buyer by mail receives the same personal attention that is given to the customer in the store.

The increasing demand of the public to know something of the personalities of authors as well as of the books they have written has led to the publication of "Lauriat's Book Review," issued each month and sent gratis on request.

With this and the various catalogs of new and old books issued at intervals during the year, the book buyer is enabled to keep in touch with the latest in literature as well as with the best of the old.

With all the changes in the business necessitated by a change in popular taste the company has continued to adhere to the traditions and ideals of its founder, Charles Emelius Lauriat.

Librarians and Book Manufacture

A CONSTRUCTIVE step, making for progress in American bookmaking, has been taken by the Book Binding Committee of the American Library Association. This Committee, of which Mary E. Wheelock of the Cleveland Public Library is chairman, makes a special study of books from the point of view of durability and readability, and collects reports from libraries thruout the country.

After studying this material, the committee has it copied on cards and sent to the National Association of Book Publishers, which separates and delivers the cards to the individual publisher. This brings to the publisher such criticism of his books based on actual experience as he has not had from any other source or could not well get. Comment on the plan from the publishers indicates that they are more than glad to have this criticism, as the libraries bring up some points that probably would not otherwise occur to the publisher.

Take the case of a book in which an important chart is used as a lining paper. This would be an obviously convenient place to have it, as it could be turned to from any part of the book. At the same time, when a book is rebound, the lining paper is lost. This criticism would not have the same pertinence in the case of a decorative lining paper.

Or, another criticism is made when the title on the back of the binding is marked in ink of a color too near that of the cloth used, thus causing it to become illegible before the book is worn out.

One difficulty is hard to meet, and that is the use of calendered paper when the book is full of half-tone illustrations. When there are few pictures, these can be tipped in, but, when there are many, this plan cannot be adopted. The calendered paper does not rebound well, and a book so planned seems unavoidably handicapped for the long use of a library.

Many criticisms on books now in distribution will naturally reflect on manufacture in the years 1919-21, when it was difficult for the publisher to be particular about the paper he used, as he was forced to take what he could get. The same was true of getting good binding and binding material. Such books can be improved only when reprinted and the general level brought up. The use of cloth substitutes disappeared two years ago, as they were not satisfactory to publisher or consumer. Board bindings in attractive contrast will continue to be used on special books on account of the artistic effects that can be gained.

A Beautiful California Bookstore

THE five photographs on this page and the pages following give some idea of the beauty of the new Paul Elder bookstore in San Francisco. It seems as if beauty must have been the only consideration in the planning, so satisfactory are the vistas glimpsed in these pictures, and the admirer must but admire the more when he learns from Mr. Elder that the results achieved were largely dictated by inexorable circumstances. The location at 239 Post Street was the only one to be obtained at the time in the shopping district. The inexorable circumstances decreed that the main bookroom must be in a loft on the second floor of a rear building, facing an alley. The disadvantage of this was that the public might object to climbing up to the second floor. Mr. Elder turned the disadvantage into an advantage by featuring the

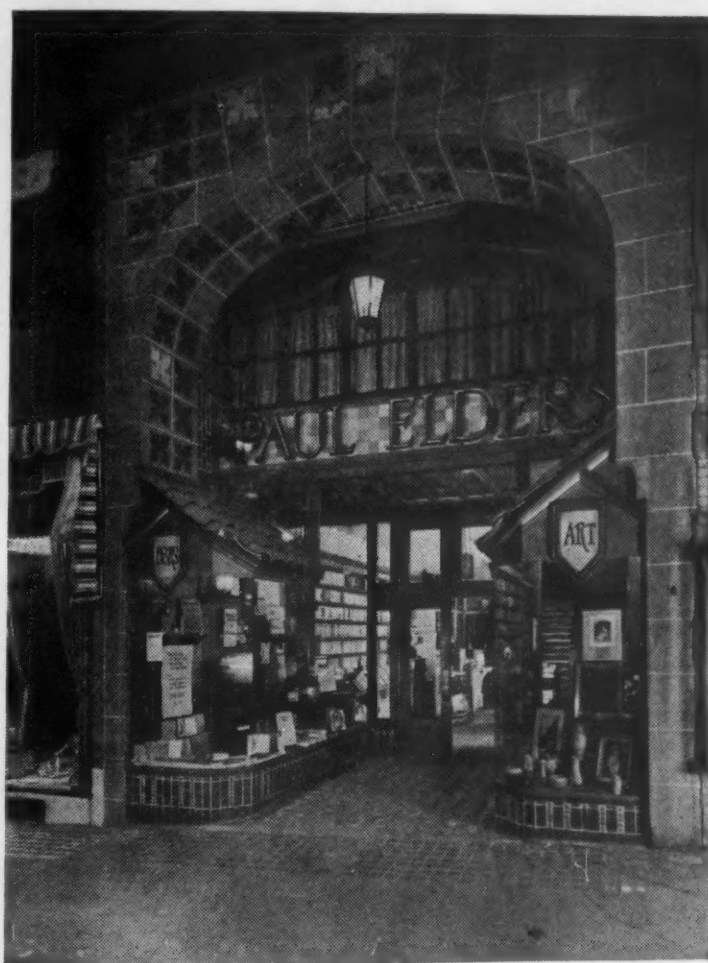
stairway, and making the connection between this loft annex to the store open and inviting. The second floor of the rear building was about on a level with the mezzanine floor of the main Post Street building, and therefore lower than its second floor. This somewhat irregular arrangement of floor was also an advantage, for an air of informality could be more easily captured. The illustration of one stairway shows how successful this experiment was.

Another practical proof of the success of the experiment was evident last year during the holidays. The gallery on the second floor of the Post Street building was used for Christmas cards and calendars, and in one day during the Christmas rush 1100 cash sales were recorded. This, with charges and shoppers, probably means that from 1200 to 1500 found the flight

of stairs to the second floor no barrier and cheerfully climbed up to shop.

One of the distinguishing features of Paul Elder's store and one which has long been very well known is the popular series of free lectures which is an annual event. These "Half Hours

With Eminent Speakers" have proved of real value in the development of his business. One of the accompanying photographs shows the excellent quarters provided for these talks in the new Post Street store. The lectures have secured for the store the interest and support of a large body of people for whom Paul Elder's connotes a center in San Francisco of intellectual activity and a place where new books and older books of classic worth are to be found. These lectures are, in fact, an excellent form of systematic and sustained advertising.



ENTRANCE TO PAUL ELDER'S SAN FRANCISCO STORE

Paul Elder's bookstore has had a long history, since D. Paul Elder started in the book business for himself in 1897 in the inner court of the Mills Building in San Francisco. After that in 1898, with Morgan Shepard, the firm of Elder and Shepard was formed, remaining at first in the same location. In 1906 after the fatal fire, the publishing business of the firm was transferred for a time to New York on East 19th Street, where it occupied a loft that was artistically planned for offices and showrooms and displayed a stock of specialties for which it was famous thruout the trade fifteen years ago. In 1909, Morgan Shepard retired from the business. The present store is one of unusual attractiveness and fully maintains the reputation of its founder for well-balanced and artistic effects combined with practical utility.



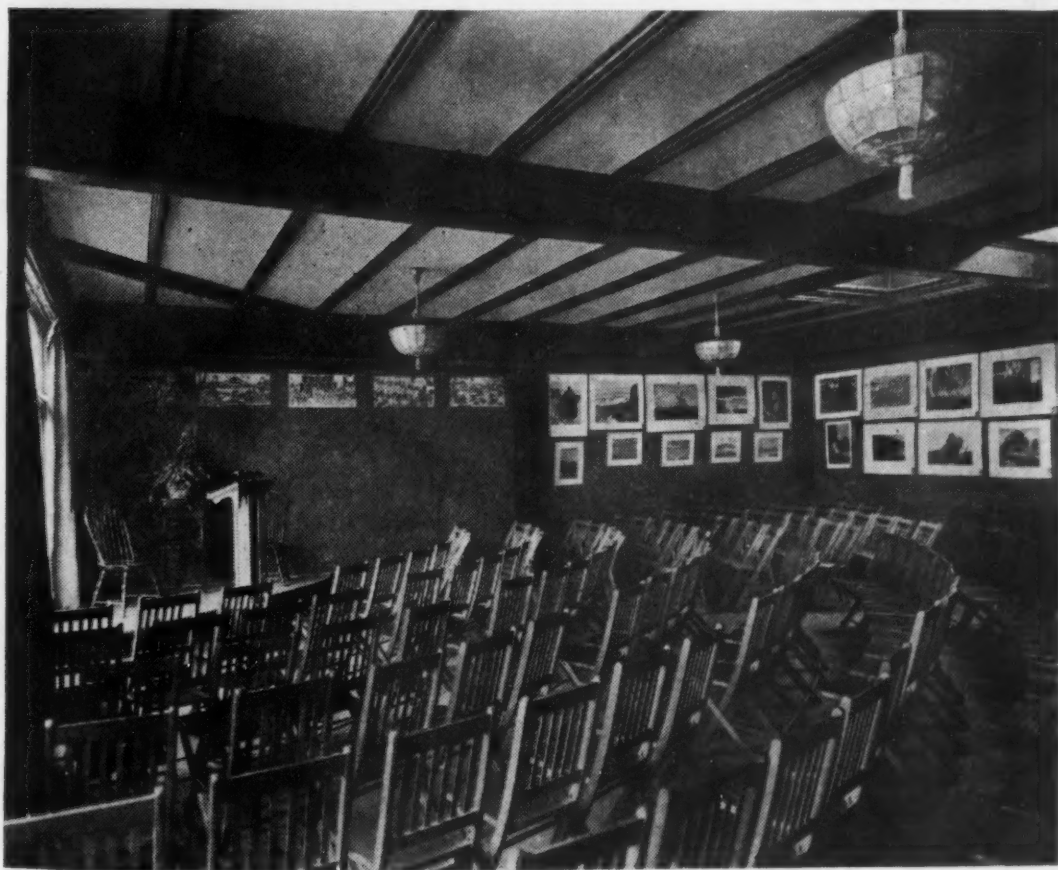
A VIEW OF THE MAIN BOOK ROOM AT PAUL ELDER'S, POST STREET, SAN FRANCISCO, SHOWING THE ARTISTIC ARRANGEMENT OF THE CASES AND THE INFORMAL BUT BUSINESS-LIKE DISPLAYS.



THE PAUL ELDER STORE GIVES AN UNUSUAL AMOUNT OF SPACE TO BOOKS FOR BOYS AND GIRLS. BOTH SIDES OF THIS ROOM AND THE COUNTERS ARE DEVOTED TO CHILDREN'S INTERESTS.



ARCHITECTURALLY IMPRESSIVE IS THE ENTRANCE STAIRWAY INTO MAIN BOOK ROOM



THE PAUL ELDER GALLERY WHERE THE FAMOUS "HALF HOURS WITH EMINENT SPEAKERS" ARE HELD. THE ROOM IS KEPT BUSY THRUOUT MOST WEEKS OF THE YEAR.

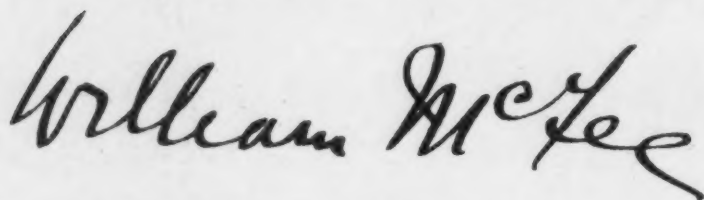
AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists*

Edited by Merle Johnson and Frederick M. Hopkins

Number 13.

WILLIAM McFEE, 1881—



Compiled by Frank Shay

WILLIAM McFEE was born on the high seas on board the sailing vessel *Erin's Isle*. His father was Scotch-Irish, his mother a Canadian. In 1911 he took up his residence in Nutley, N. J. where he has lived since.

The first editions of Mr. McFee's early works bear London imprints. To quote the author: " 'Casuals' as you know, had no luck in New York. I packed up my manuscripts, sent them to Mr. A. P. Watt, the Author's Agent in London, and went to sea. * * * The record stands thus now as regards to 'Casuals.' Begun in 1908, completed in 1911, it was eventually published by Martin Secker in London in 1916 and by Doubleday, Page in New York in 1917." From "An Engineer's Notebook."

Beginning with "Captain Macedoine's Daughter" in 1920 Mr. McFee's first editions all bear the American imprint.

LETTERS FROM AN OCEAN TRAMP. *London*, 1908.

ALIENS. *London*, 1914.

American edition printed in England with the imprint of Longman's, Green & Co. Later American editions bear the imprint of Doubleday, Page and Co.

CASUALS OF THE SEA. *London*, 1916.

American edition printed in England with imprint of Doubleday, Page and Co. Later American editions were printed in America.

A PORT SAID MISCELLANY. *Boston*, 1918.

Paper wrappers. No. 6 Atlantic Readings. The first issue contains on back cover a list of seven titles of the series. Later issues contain extended lists.

CAPTAIN MACEDOINE'S DAUGHTER. *Garden City*, 1920.

First edition stamped in yellow on blue, as follows: Captain Macedoine's / Daughter / William McFee. Later editions stamped in gold with new arrangement.

A SIX HOUR SHIFT. *Garden City*, 1920.

Limited to 377 numbered and signed copies.

HARBOURS OF MEMORY. *Garden City*, 1921.

First edition is noted on back of title.

AN ENGINEER'S NOTE-BOOK. *New York*, 1921.

Essays on Life and Letters. First issue 8¼ x 5½. Contains error on Contents page.

AN OCEAN TRAMP. *Garden City*, 1921.

A reissue of Letters from an Ocean Tramp with a new preface by the Author.

COMMAND. *Garden City*, 1922.

THE GATES OF THE CARIBBEAN. *New York* [1922].

Pictorial wrappers.

William McFee has also contributed introductions to

OCEAN ECHOES. By Arthur Mason. *New York*, 1922.

SPINDRIFT. By Milton Raison. *New York*, 1922.

Copyright, 1922, by R. R. Bowker Co.

Thursdays at Five-thirty

Little Talks With the Sales Force

By James Lackington, Jr.

VI

MR. BROWN took out the famous little black book and after fingering its pages for a moment opened the meeting by saying:

"Some weeks ago Mr. Gordon asked the question, 'Does it pay to advertise one book?' and I shut him off for two reasons. In the first place I had a particular point I wanted to emphasize at that time and I didn't want to get off onto so large a subject as Mr. Gordon's question would lead to; in the second place, I would hardly like to answer a question like that offhand and I don't believe anybody can answer it categorically 'yes' or 'no.' I have a few ideas on the subject and I think that it is

important for every member of the staff to know about our advertising—that point was taken up at the meeting when Gordon asked his question. Now, I would say this, if by asking 'Does it pay to advertise one book?' you mean will it be likely that a single insertion of an advertisement will bring you enough direct sales so that the profit will be sufficient to pay for the cost of the advertisement. I would say emphatically 'No'; it very seldom will. Further, I think this is true: we could run a large advertisement in to-morrow morning's paper and unless it announced a special sale we might not have a bit better day than we had to-day, when we had no advertisement. I remember a good joke I had on the *Gazette* man once. He asked me, 'How's business?' I said, 'Fair.' He said, 'Advertise in the *Gazette* and you'll have more than you can handle.' I said 'We did advertise in the *Gazette* Wednesday evening and Thursday was the poorest day we had all week.' That kept him quiet until he thought up a new argument. Perhaps some of you read Swinnerton's recent article on advertising."

"I did," said Gordon, "and I think he was talking to authors, not to booksellers or publishers."

"Perhaps you are right," assented Mr. Brown. Miss Temple and Miss Lister mentioned that they had also read the article.

"Swinnerton's main point as I remember it," Mr. Brown continued, "was that one man recommending a book to another was what made a book sell."

"Yes," put in Gordon, "but how are you going to let the one man know about the book so that he can recommend it to others?"

"Anyway," said Mr. Brown, "advertising is one way that we can do it. Writing him a letter is another way. A window display is another, and probably the most efficient way. Telling him about it when he comes in the store is another."

"But," said Miss

Porter, "there are so many that never come into a bookstore."

"That's very true," said Mr. Brown, "and we've got to reach out for the other fellow, and that's why I believe that advertising pays in the long run. In other words, our total appropriation for advertising this year is four thousand dollars, and I believe that this total amount results in our doing sufficient additional business to make it more than pay. In other words, if we did no advertising at all our business would suffer—and suffer materially. I am sufficiently convinced of that to be unwilling to risk it by an experiment. At the same time it is a rare case when the direct returns can be expected to pay for any one ad. You must charge up the cost to general publicity, and if you get any orders or sales that is clear gain. I do think that it doesn't pay to advertise any book unless you think it is a good book and deserves a good sale. Then if your advertisement sells only two or three copies, perhaps those who read them will recommend the book to others and if the book has real merit you may have started an endless chain."

"I think," Gordon put in, "that those who say advertising is like magic and those who



THE STRAIGHT AND NARROW WAY TO THE BOOKSTORE

say that it is no good are about equally wrong. You can't do everything by advertising. For example, if we ran a whole page on 'Practical Horse-Shoeing' or a book on orange-growing, I doubt that it would help us to any great extent.

"On the other hand, those who say that advertising never sold books have only to think about Harold Bell Wright to realize how mistaken they are."

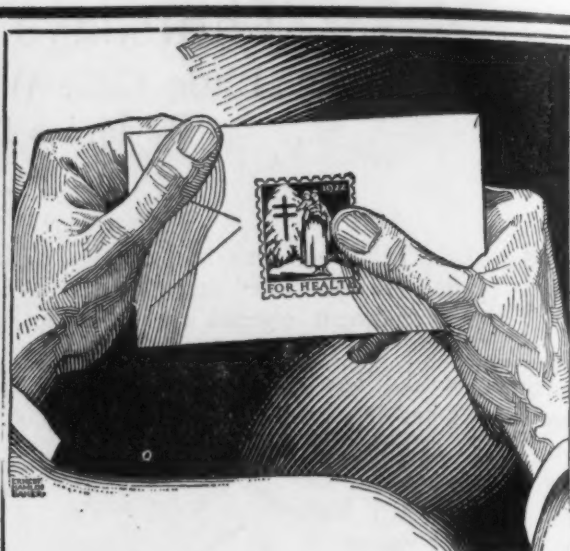
"And now these Coué books, too," suggested Miss Lister. "We are certainly feeling the results of that advertising."

"Indeed we are," Mr. Brown agreed, "and the lesson from such a campaign would seem to be that the best results are obtained by selecting some book with a wide appeal and specializing on it."

"One kind of ad I never did see any sense to," said Gordon, "is one with a heading that such and such a Company takes pleasure in announcing the following new books, and then a string of titles and perhaps a lot of descriptive matter or newspaper criticisms in very small type or quotations from the books themselves."

"That is pretty futile," said Mr. Brown, "and we don't see much of it any more, whereas twenty years ago it seemed to be the common thing. We don't want to stand on our dignity too much and that was a case of sacrificing efficiency to a false idea of dignity. Now, to sum up the matter, I think we've got a man's sized job on our hands to get the people of this town to read books, to own books, to have libraries of their own. To thousands upon thousands of supposedly educated people books are almost nothing. They don't realize what good books can do to enrich their lives. One of the tragedies of modern American life is the barrenness intellectually of so many of our business men. 'Babbitt' plays that up very nicely. Well, our job is to make books as attractive and as accessible as possible. One way to get them before people is to advertise, but it can't be cut and dried stuff, dashed off while a solicitor is waiting for the copy. Now, I believe you folks all have some advertising ideas and I am going to assign you each a task for our next meeting. Bring to the meeting an advertisement clipped out of any paper—a book advertisement, I mean—and be prepared to tell the class why you think it is a good ad or what criticism you may have to make of it. A little bit later I will let each of you write an advertisement and we will analyze their strong and weak points.

"I think that is all for this evening, but remember that we must all do the tasks assigned to us. Goodnight."



Honor these Seals

A NATION-WIDE movement is carrying on a warfare against the scourge of Consumption. In saving over 100,000 lives last year, it actually *cut the death rate from tuberculosis in half.*

Each year these organizations sell Tuberculosis Christmas Seals. The proceeds from these sales are devoted to the work of caring for and curing tuberculosis patients and to educational and other work to prevent the dread disease.

Buy these Seals and urge your friends to buy and use them. To do this is both Charity and Patriotism.

Stamp Out
Tuberculosis
with
Christmas
Seals



THE NATIONAL, STATE, AND LOCAL
TUBERCULOSIS ASSOCIATIONS OF
THE UNITED STATES

Obituary Notes

ALFRED C. WESSMANN

ALFRED C. WESSMANN, president of the J. F. Tapley Company, book binders, died in St. Mary's Hospital, Brooklyn, of an illness that resulted from a paralytic stroke three years ago, due to overwork. Mr. Wessmann, who was born in Brooklyn in 1874, started as a



ALFRED C. WESSMANN

boy with the Tapley house, became secretary and general manager in 1895 and succeeded the founder, Jessie F. Tapley, as president in 1910. During his many active business years he was very much of a live-wire, and by his indefatigable industry succeeded in building up one of the great manufacturing plants in the metropolitan district. He is survived by his wife, three sons and two daughters, one of his sons, Robert H., being at present assistant treasurer of the Tapley corporation.

ALICE THOMPSON MEYNELL

ALICE THOMPSON MEYNELL, poet and essayist died at her home in London on November 27th. Born in 1850, her first published volume, "Preludes," did not appear until 1893. It received the unstinted praise of Ruskin and fixed her standing as a poet. Since then she has published "The Rhythm of Life"

(1893); "The Colour of Life" (1896); "The Children" (1896); "The Flower of the Mind: a general anthology of English Poetry" (1897); "The Spirit of Place" (1898); "John Ruskin" (1900); "Later Poems" (1901); "Children of the Italian Masters"; "Ceres' Runaway" (1910); "Mary Mother of Jesus" (1912); "Collected Poems" (1913); "Selected Essays" (1914); "A Father of Women, and other poems" (1917); and "Hearts of Controversy" (1917). When *T. P.'s Weekly* in 1913 ran a voting contest to select unofficially the new poet laureate, Alice Meynell received the second largest number of votes, ranking next to Kipling. In 1877, she married Wilfrid Meynell, the journalist, by whom she is survived. Their two children are also writers of note, Viola as a novelist, and Everard as an author and journalist.

JOSEPHINE PRESTON PEABODY

JOSEPHINE PRESTON PEABODY, poet and playwright, died at her home in Cambridge on December 4th. She was born in New York and attended Radcliffe College from 1894 to 1896. She was instructor in English literature at Wellesley College from 1901 to 1903. In 1906 she married Professor Lionel S. Marks of Harvard University. Mrs. Marks was widely known thru her winning of the Stratford-on-Avon prize in 1910 for her drama, "The Piper," which was subsequently produced both in England and in America. She was fourteen when a New York editor published her first poem. Her first contribution to the *Atlantic Monthly* so impressed Horace Scudder that he asked her to call and was amazed at the childlike personage who appeared. Her published volumes of verse are "Harvest Moon," "Book of the Little Past," "Singing Men" and "Singing Leaves." Her plays are "Chameleon: a Comedy," "The Piper," "Portrait of Mrs. W.," "Wings," "The Wolf of Gubbio," "Marlowe" and "Fortune and Men's Eyes." She also published a volume of "Old Greek Folk Stories."

Periodical Notes

CHARLES HANSON TOWNE has accepted the position of fiction editor of the *Metropolitan Magazine*.

Business Notes

WORCESTER, MASS.—The Service Book Shop, Y.W.C.A. Building, 10 Chatham Square, has opened under the management of Carolyn E. Larkins.

CHICAGO, ILL.—The Argus Book Shop, 434 South Wabash Avenue, has been opened under the management of Ben Abramson and Jerrold Nedwick.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Titles beginning with an unimportant word are inverted to be listed under their subject when possible.

Aldrich, Fred Davis, and others

Elementary French; the essentials of French grammar; with exercises; rev. ed. 10+539 p. front. (col.) il. D [c. '22] Bost., Ginn \$1.56

Almond, Linda Stevens

Peter Rabbit and Jack-the-Jumper; with il. by J. L. G. [for little children]. 62 p. front. (col.) il. pls. (col.) T (Altemus' Peter Rabbitt ser.) [c. '22] Phil., H. Altemus Co. bds. 50 c.

Altsheler, Joseph Alexander

The Texan scouts; a story of the Alamo and Goliad. 355 p. front. il. pls. D '22 c. '13 N. Y., Appleton \$1.75

American Sociological Society

Factors in social evolution; 16th annual meeting [author] held at Pittsburgh, Pa., Dec. 27-30, 1921; v. 16. 294 p. O c. '22 Chic., Univ. of Chic. Press pap. \$2

Arndt, Rev. Herman

Why did Jesus fast? 87 p. D [c. '22] West Chester, O., [Author] \$1

Chapter headings include Physical Benefits of Fasting, Process in Mind of Christ During Fast, Attitude of St. Paul Towards Fasting, Why Forty Days, New Science of Fasting, etc.

Arnold, Alfred G.

The little country theater. 220 p. (27 p. bibl.) front. il. pls. D c. N. Y., Macmillan \$2.50

The founding of a little rural theater some years ago at the North Dakota Agricultural College, the story of the theater's success, supplemented by accounts of similar ventures in other communities throughout the country.

Asquith, Mrs. Margot Tennant

Margot Asquith; an autobiography; v. 3 and 4; with il. and numerous reproductions of letters and drawings. 12+239; 7+227 p.

fronts. (pors.) il. pls. (pt. pors.) facsms. O [c. '22] N. Y., Doran set \$7.50

Mrs. Asquith has something further to say about herself, about Viscount Morley, King Edward the Seventh, Lord Esher, Arthur Balfour, Lord French, Andrew Bonar Law, Lloyd George, Woodrow Wilson, etc., together with her theories about children and parents.

Babcock, George

Yezad, a romance of the unknown. 480 p. D [c. '22] N. Y., Co-operative Pub. Co., Grand Central Station \$2

A romantic story interspersed with philosophic and scientific veins, with chapters on A Dreadful Liar—and the Devils Son, A Sagacious Doctor, A Marriage Nowhere—and the Beginning of Hell.

Bingham, Madge A.

More Mother Goose village stories; il. by Emma L. Brock. 274 p. front. (col.) il. (pt. col.) D (Mother Goose village ser.) [c. '22] Chic., Rand, McNally 85 c.

Bishop, Joseph Bucklin

Charles Joseph Bonaparte; his life and public services. 6+304 p. front. (por.) il. pls. (pt. pors.) facsm. O c. N. Y., Scribner \$2.50

A biography of the late grandnephew of Napoleon first, the man who made a lifelong fight against corruption in government, who was associated with President Roosevelt in his strenuous fight against "trust government," and who brought about good government and honest elections in both city and state, in Baltimore, Maryland.

Bradbury, Robert Hart

A first book in chemistry. 12+687 p. front. (col. chart) il. pls. (pt. pors.) tabs. diagrs. charts D [c. '22] N. Y., Appleton \$1.80

Brainard, Annie M.

The evolution of public health nursing. 11+454 p. front. il. pls. D c. Phil., Saunders \$3

The story of "public health nursing," dating from 1860, when the first attempt was made to formulate a definite standard of scientific nursing care.

Berry, Edward Wilber

Additions to the flora of the Wilcox group. various paging. il. pls. diagrs. Q (Dept. of Interior; U. S. Geol. Survey; professional pap. no. 131-A) [22] Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

The flora of the Cheyenne sandstone of Kansas. various paging. tabs. pls. Q (Dept. of Interior;

U. S. Geol. Survey; professional pap. 129-I) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

The flora of the Woodbine sand at Arthurs Bluff, Texas. various paging. pls. il. tab. Q (Dept. of Interior; U. S. Geol. Survey; Professional pap. 129-G) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Braley, Edith Ross

A neglected era; from the Old Testament to the New. 280 p. front. (map) D [c. '22] N.Y., Dutton \$2

A presentation of Jewish history from the time of Ezra and Nehemiah to the destruction of the city of Jerusalem by Titus, covering four centuries, concerning which the records of the Bible are practically silent.

Caswell, Edward C.

Graduation memories. 187 p. O ['22] N. Y., Dodd, Mead \$2.50

Chaplin, Ralph

Bars and shadows; a book of prison poems; introd. by Scott Nearing. 48 p. il. por. S ['22] N. Y., Scott Nearing, 7 E. 15th St. \$1

Chesterton, Gilbert K.

The man who knew too much; with il. by W. Hatherell. 365 p. front. D c. N. Y., Harper \$2

Mystery stories, in which the predominating character is Horne Fisher, a gentleman detective and profound student of criminology, who believed that the evil-doer should be brought to justice, but who never brought his man to punishment, because he "knew too much."

Clarke, W. L. Lowther

Evensong explained; with notes on Matins and the Litany. 31 p. S (Little books on religion; no. 8) '22 N. Y., Macmillan pap. 8c.

Cluett, Robert

Responsive scriptures [for worship in church and home]. 104 p. D [c. '22] N. Y., Association Press \$1.25

Cochran, Jean Carter

Church street; stories of American village life. 5+227 p. front. il. pls. D c. Phil., Westminster Press \$1.50

Cohen, Helen Louise

Lyric forms from France; their history and their use; with an anthology of ballades, chants royal, rondels, rondeaus, triolets, villanelles, sestinas in English verse. 29+527 p. D [c. '22] N. Y., Harcourt, Brace \$1.75

Copplestone, Bennet, pseud. [Kitchin, Frederick Harcourt]

The treasure of Golden Cap; a romance of the West Dorset. 310 p. D '22 N. Y., Dutton \$2.50

Divided into three books: The Ancestral Sea Chest; A Rover of the English Sea; His Lordship's House.

Corby, Jane

The story of David Crockett. 182 p. front.

(por.) il. pls. pors. D (Famous Americans for young readers ser.) [c. '22] N. Y., Barse & Hopkins \$1

Davis, William Stearns

A short history of the Near East; from the founding of Constantinople 330 A.D. to 1922. 17+480 p. (bibl. foot-notes) maps O c. N. Y., Macmillan \$3

The intricate history and geography of Asia Minor and South-eastern Europe, the rise and fall of nations in this part of the world, providing a background for the understanding of current history. There are four main divisions: The Christian Empire at Constantinople; The Rise of Islam and the Saracens; the Turkish Penetration of Europe; the Turkish Retreat from Europe.

Day, Edmund Ezra, and Davis, Joseph Stancliffe

Questions on the "Principles of Economics" [by Professor Taussig]; rev. ed. 14+124 p. D c. '22, '15 N. Y., Macmillan \$1.20

De Lee, Joseph B., M.D.

Obstetrics for nurses; 6th ed., entirely reset. 525 p. D c. Phil., Saunders \$3

Dimick, Howard T.

Modern photo-play writing—its craftsmanship. 392 p. O [c. '22] Franklin, O., J. K. Reeve \$3

Dix, William Frederick, and Salisbury, Randall

Man and the two worlds; a layman's idea of God. 12+176 p. S c. N. Y., Harper \$1.50
A solution of the paradox of evil in a world created by an infinitely good and all-powerful God.

Dobson, David Irving

Spirit of the storm and other poems; introd. by Floyd Dell. 96 p. D ['22] N. Y., P. G. Boyle, 275 W. 17th St. \$1.25

Dooley, Bernard F. J.

Scouting for secret service. 4+259 p. D [c. '22] N. Y., Kenedy \$1.25
An Indian story for boys.

Drury, Horace Bookwalter

Scientific management; a history and criticism; ed. by the Faculty of Political Science of Columbia Univ.; 3rd ed. rev. and enlarged. 271 p. (bibl. foot-notes) O (Studies in history, economics and public law; v. 65; no. 2, whole no. 157) '22, c. '15, '18 N. Y., Longmans, Green \$2.75

Dunbar, Paul Lawrence

Folks from Dixie [negro verse]. 263 p. il. D ['22] N. Y., Dodd, Mead \$1.50

Budgen, F. S., and Cotton, L.

Craft unionism versus industrial unionism. 32 p. S c. '22 N. Y., N. Y. Labor News Co. pap. 10 c.

Clark, David Lee

Brockden Brown and the rights of women. 48 p. O (Bull. no. 2212; Mar. 22, 1922; comparative literature ser. no. 2) Austin, Texas, Univ. of Texas pap. apply

Cushman, Joseph Augustine

The foraminifera of the Mint Spring calcareous marl member of the Marianna limestone. various paging. pls. tabs. Q (Dept. of Interior; U. S. Geol. Survey; professional pap. 129-F) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Davis, E. E., and Shelby, T. H.

County unit of school administration in Texas. 63 p. O (Univ. of Texas bull. no. 2226; July 8, 1922) Austin, Texas, Univ. of Texas pap. apply

Deffendall, P. H.

Exercise book to accompany actual business English. 79 p. Q c. '22 N. Y., Macmillan Co. pap. 60 c.

Deuel, Harry J., Jr., and Holmes, Arthur D.

Digestibility of cod-liver, java-almond, tea-seed and watermelon-seed oils, deer fat, and some blended hydrogenated fats. 15 p. tabs. O (U. S. Dept. of Agriculture; bull. no. 1033) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Dyer, David Patterson

Autobiography and reminiscences. 3+357 p. front. (por.) pls. pors. O [c. '22] St. Louis, Mo., Wm. Harvey Miner Co., Inc. bds. \$5

Ervine, St. John Greer

Some impressions of my elders. 305 p. D c. '20-'22 N. Y., Macmillan bds. \$2.25

Intimate talks, in the form of informal essays, of a number of the foremost writers of England and Ireland whom Mr. Ervine counts among his friends—Galsworthy, Shaw and Synge, Wells, Yeats and Chesterton, Arnold Bennett and George William Russell.

Fisher, J. D.

Fisher's rapid lumber and short-cut calculator; being a simplified method of figuring lumber and other useful short-cuts and information; designed for teachers and students for both school and home study; 2nd ed. 2+77 p. D [c. '22] Everett, Wash. [Author], 2415 Hewitt Ave. buck. \$1.50

Flower, Jessie Graham

Grace Harlowe's overland riders in the great North woods. 255 p. front. il. pls. D [c. '21] Phil., Altemus \$1

An adventure story for boys and girls, of camp-life in the out-of-doors.

Forman, S. E.

History of the United States; Dejepis Spojenych Statu; tr. into the Bohemian language by Ruzena Rosicka. 15+304 p. front. (por.) il. pls. (pt. pors.) maps (pt. col.) facsms. D c. Omaha, Neb., National Pr. Co., 406 S. 12th St. \$2.25

Frazer, Sir James George

The golden bough; a study in magic and religion; IV.; abridged ed. 14+752 p. front. O c. N. Y., Macmillan \$5

A compression within the limits of one volume of the material contained in the original twelve volumes, dealing with classical folklore and legend, anthropology and comparative religion.

Freeman, Ella M.

A home vegetable-garden; suggestions of real gardens for home-makers and others. 6+214 p. front. il. pls. D (Open country books; no. 2) c. N. Y., Macmillan \$1.75

French, Joseph Lewis, ed.

Great pirate stories. 12+320 p. O [c. '22] N. Y., Brentano's \$2

Tales of the merciless sea rovers, from "The Piccaroon" and "Barbarossa—King of the Corsairs" to "The Riff Coast Pirates: The Last of the Sea-Rovers."

Gate, Ethel May

The broom fairies and other stories; il. by Maud and Miska Petersham. 110 p. front. il. pls. D [c. '22] N. Y., Silver, Burdett \$1

The fortunate days; il. by Vianna Knowlton. 127 p. il. pls. D [c. '22] N. Y., Silver, Burdett \$1

Fairy stories for children.

Gerry, Mrs. Margarita Spalding

Philippa at the chateau. 306 p. front. il. pls. D [c. '22] N. Y., Harper \$1.60

A story for girls, of boarding-school life in Canada.

Gettell, Raymond Garfield

Introduction to political science; rev. ed. 20+421 p. (bibl. foot-notes) O [c. '10, '22] Bost., Ginn \$2.75

Gore, Charles, D.D.

Belief in Christ. 10+329 p. D '22 N. Y., Scribner \$2.25

The conclusion of a previous book, "Belief in God." A survey of different views of the person and message of Christ currently held in the intellectual world, an examination of the road along which the first disciples of Jesus were led to the conclusions we see expressed by St. Paul, etc.

God in Christ; extracts from some recent works of [author]. 7+79 p. S '22 Milwaukee, Wis., Morehouse Pub. Co. 55 c.

Include The Creed, The Church, The Bible, Prayer, The Moral Law. Rev. Mr. Gore was formerly Bp. of Oxford.

Goudiss, Charles Houston

Eating vitamins; how to know and prepare the foods that supply these invisible life-guards with 200 tested recipes and menus for use in the home. 12+98 p. front. (por.) il. pls. D c. N. Y., Funk & Wagnalls \$1.25

Grard, C.

Aluminum and its alloys. 217 p. il. pls. O [21] N. Y., Van Nostrand \$5

Grasser, Georg

Synthetic tannins, their synthesis, industrial production and application; tr. by F. G. A. Enna. 8+143 p. tabs. O [22] N. Y., D. Van Nostrand \$4

Griggs, Edward Howard

Blossomed hours; book of the mind and heart. 251 p. D c. Croton-on-Hudson, N. Y., Orchard Press \$2

Prose and verse in varied moods, including thoughts on Maeterlinck, Ibsen, Voltaire, The Panama Exposition, the Radicals, Realism in Art, Bernhardt, Bernard Shaw, Four Faces, After the War.

Hallett, E. R.

Driven out by flame; [wild West story]. 333 p. D [22] Phil., Dorrance \$1.75

Hart, Helen

Americanization in Delaware 1921-22; prepared by [author], director of the Americanization Bureau. 59 p. front. il. pls. tabs. O (Bull. of the Service Citizens of Delaware; v. 4; no. 3) Wilmington, Del., Service Citizens of Del. pap. apply

Hathaway, Maurine

Tinkle bell tales. no paging il. pls. (pt. col.) Q [c. '22] Cin., O., Standard Pub. Co. \$1

Stories in rhyme for very little children.

Field Museum of Natural History

Figs. 7 p. pl. O (Dept. of Botany; leaflet no. 1) [22] Chic., [Author] pap. apply

Wheat. 8 p. pl. O (Dept. of Botany; leaflet no. 3) [22] Chic., [Author] pap. apply

Haviland, Mary S.

Modern physiology, hygiene and health. 366 p. front. (por.) il. pls. pt. pors.) facsms. D (Lippincott's school text ser.) [c. '22] Phil., Lippincott \$1

Part one deals with The Worker's Tool Chest, part two with Good Neighbors, a study in vocational and community hygiene.

Helen S. Trounstone Foundation

Handbook of social service resources of Cincinnati and Hamilton County, 1922. 14+104 p. D Cin., O., [Author] pap. apply

Henry, Robert Hiram

Editors I have known since the Civil War; rewritten and reprinted from letters in the Clarion-Ledger. 434 p. front. (por.) il. pls. (pt. pors.) O [c. '22] Jackson, Miss., [Author] \$3

An autobiographical narrative of the civil, military and political history of Mississippi, of the dark days of reconstruction, of the old Ku Klux Klan, the Civil Revolution, the overthrow of the Carpet-bag government and negro rule, the redemption of Mississippi and restoration of the state to its own people.

Hensley, Marie E.

Who and what am I? 183 p. O [c. '22] Bost., Christopher Pub. House \$1.75

A story of life on the two planes, showing the life of the spirit born conjointly in the two worlds, the material body within the real body, the material world in the interstices of the spiritual, and showing also how religion may be reconciled with science.

Higgins, Arthur L.

The transition spiral and its introduction to railway curves; with exercises in construction and alignment. 119 p. il. D ['21] N. Y., Van Nostrand \$2

Hunter, Henry W.

Dock and lock machinery. 222 p. il. pls. O ['21] N. Y., Van Nostrand \$4.50

Johnson, Charles

The mechanical processes of the historian; ed. by [author] and others. 31 p. (4 p. bibl.) D (Helps for students of history, no. 50) ['22] N. Y., Macmillan pap. 20 c.

Jones, Clement Wakefield

British merchant shipping. 7+284 p. D '22 N. Y., Longmans, Green \$3.75

Kauffman, Reginald Wright

Jack and the bean-stalk; a ballad-arrangement for young children; with il. from original drawings by William A. Roach. 62 p. front. (col.) pls. (col.) T [c. '22] Phil., H. Altemus Co. bds. 50 c.

Jack the giant-killer; a ballad-arrangement for young children; with il. from original drawings by Margaret Campbell Hoopes. 62 p. front. (col.) il. pls. (col.) T [c. '22] Phil., H. Altemus Co. bds. 50 c.

King, Arthur S.

Ionization and absorption effects in the electric furnace; reprinted from the proceedings of the Nat'l Academy of Sciences; v. 8; pp. 123-125; June, 1922. O (Communications to the Nat'l Academy of Sciences; no. 78; Mt. Wilson Observatory) Wash., D. C., Carnegie Inst. pap. apply
Ku Klux Klan secrets exposed; attitude toward Jews, Catholics, foreigners and masons; fraudulent methods used; atrocities committed in name of order. 70 p. O c. '22 Chic., E. A. Cook, 26 E. Van Buren St. pap. 25 c.

Kephart, Horace

Our Southern highlanders; a narrative of adventure in the Southern Appalachians and a study of life among the mountaineers; new and enl. ed. 469 p. front. il. pls. map O c. '22, '13 N. Y., Macmillan \$2.50

Kingzett, C. T.

The popular chemical dictionary. 547 p. il. D ['21] N. Y., Van Nostrand \$4.50

Kitchin, Frederick Harcourt

See Copplestone, Bennett

Koch, Frederick Henry

Carolina folk-plays; ed. with an introd. on folk-play making by [author], founder and director of The Carolina Playmakers; il. from photographs of the original productions of the plays. 29+160 p. front. (por.) music il. pls. D c. N. Y., Holt \$1.75

A group of one-act plays by Elizabeth A. Lay, Harold Williamson, Hubert Heffner, Dougald MacMillan, Paul Greene, together with The Language of the Plays by Tom Peete Cross.

Lisle, Captain Clifton

Sandy Flash; the highwayman of Castle Rock. 281 p. front. il. pls. D [c. '22] N. Y., Harcourt, Brace \$1.50

A story of trapping and woodcraft centering in the life and adventures of two boys who lived in Colonial times in the Chester Valley region of Pennsylvania.

Lofthouse, Bp. Joseph

A thousand miles from a post office; or, twenty years' life and travel in the Hudson Bay regions; with a preface by the Archbp. of Canterbury. 7+183 p. fronts. (por. fold. map) il. pls. D '22 N. Y., Macmillan \$2

Lord, Chester S.

The young man and journalism. 9+217 p. D (Vocational ser., ed. by E. Hershey Sneath) c. N. Y., Macmillan \$2

Talks by the man who was managing editor of the New York Sun for more than thirty years, of the cub reporter, the collection of news and preparation of copy, the art of newspaper composition, the fascination of writing for the editorial page, the daily paper in the small city and the opportunities in journalism for community service and service to the government.

Lübke, Wilhelm

Outlines of the history of art. 519 p. il. O ['22] N. Y., Dodd, Mead \$7.50

McComas, Henry Clay

The aviator. 13+214 p. front. il. pls. diagrs. D [c. '22] N. Y., Dutton \$3

A discussion of the necessary personal equipment of an aviator from both the physiological and psychological points of view, the senses employed, the organs in the body which control those senses, the nerve-system itself are all examined with a view of discovering what type of man is best fitted for the career, and how this fitness may be preserved and increased.

Lapham, Ruth, comp.

Check list of American Revolutionary war pamphlets in the Newberry Library. 115 p. O '22 Chic., The Newberry Library pap. apply

McFee, Mrs. Inez Nellie Canfield

The story of Thomas A. Edison. 182 p. front. (por.) il. pls. pors. D (Famous Americans for young readers ser.) [c. '22] N. Y., Barse & Hopkins \$1

The story of Robert Fulton. 181 p. front. (por.) il. pls. D (Famous Americans for young readers ser.) [c. '22] N. Y., Barse & Hopkins \$1

McSpadden, Joseph Walker

The story of Abraham Lincoln. 181 p. front. (por.) il. pls. pors. D (Famous Americans for young readers ser.) [c. '22] N. Y., Barse & Hopkins \$1

Magnusson, C. E., and others

Electric transients. 196 p. il. O ['22] N. Y., McGraw-Hill \$2.50

Mann, William E.

The truth of things [religious essays]. 5+175 p. D [c. '22] Bost., Cornhill Pub. Co. \$1.50

Manners, John Hartley

The national anthem; a drama. 14+203 p. D [c. '22] N. Y., Doran \$1.25

The drama, written by the famous English playwright, which, with Laurette Taylor in the principal rôle, raised the question of jazz as the national anthem of America.

Marvin, Dwight Edwards

The antiquity of proverbs; fifty familiar proverbs and folk sayings, with annotations and lists of connected forms, found in all parts of the world. 13+328 p. S c. N. Y., Putnam \$2.50

Shows that many of our familiar maxims are old folk sayings, and a multitude of our present-day adages were used centuries before the beginning of the Christian era.

Matthews, W. H.

Mazes and labyrinths; a general account of their history and developments. 18+253 p. (20 p. bibl.) front. il. pls. figs. O '22 N. Y., Longmans, Green bds. \$5

A review of the history of the labyrinth idea and its various developments, with attention directed to the turf-labyrinths, the labyrinth in tradition, in ancient and modern art, in literature, in architecture, in horticulture and as a means of amusement.

Maxwell, Rt. Hon. Sir Herbert

Memories of the months; 7th ser. [natural

science, etc.]. 13+260 p. front. (por.) il. pls. D '22 N. Y., Longmans, Green \$3.75

Maxwell, W. B.

Mrs. Thompson; [fiction]. 367 p. D ['22] N. Y., Dodd, Mead \$2

Meehan, Mrs. Eleanor Childs

Old Covington, Kentucky. 19 p. il. D [c. '22] Cin., O., Stewart & Kidd priv. pr.; not for sale

Miller, Warren Hastings

The boy explorers in Borneo; with il. by C. S. Woodruff. 282 p. front. il. pls. D [c. '22] N. Y., Harper \$1.75

Nicholson, Katharine Stanley

Historic American trees. 104 p. front. il. pls. O [c. '22] N. Y., Frye Pub. Co., 15 W. 107th St. \$3

A description of the famous trees of nearly every state in the Union, together with their historic associations, and photographs of the trees in their native places, a book of appeal to nature lovers, to all interested in American history and to Humane Associations.

Ogden, James Matlock

The law of negotiable instruments; including promissory notes, bills of exchange, bank checks and other commercial paper, with the negotiable instruments law annotated, and forms of pleading, trial evidence and comparative tables arranged alphabetically by states; 2nd ed. 19+848 p. O c. Chic., Callaghan & Co. \$5

Ovid [Publius Ovidius Naso]

Metamorphoses; tr. into English blank verse by Brookes More; with a foreword by Frederic Allison Tupper. 56 p. D [c. '22] Bost., Cornhill Pub. Co. \$1.25

Paine, Ralph Delahaye

Roads of adventure. 13+452 p. front. il. pls. (pt. pors.) O c. Bost., Houghton Mifflin \$5

An autobiographical narrative of adventures, as a filibuster in the days of the Cuban war, as a war correspondent and in other fields.

Peck, George Clarke

The pot of gold. 216 p. D [c. '22] N. Y., Abingdon Press \$1.25

Talks on That Old Chimney of Mine, Worry as an Asset, Thru a Porthole, Newsies, Beginners' Luck, Dusting the Chair, Factory Sites, etc.

Massachusetts. Dept. of Labor and Industries

Report of the Division of Minimum Wage; reprint from the annual report of the Dept. of Labor and Industries for the year ending No. 30, 1921. 34 p. tabs. O '22 Bost., Wright & Potter Pr. Co. pap. apply

Massachusetts. Dept. of Labor and Industries. Division of Minimum Wage

Statement and decree concerning the wages of women employed in the laundry occupation in Mass. 4 p. O (Laundry occupation decree rev. no. 25) '22 Bost., Mass., Dept. of Labor & Industries pap. apply

Statement and decree concerning the wages of women employed in the retail store occupation in Massachusetts. 3 p. O (Retail store occupation decree rev. no. 24) '22 Bost., Mass., Dept. of Labor & Industries pap. apply

Miller, Gerrit Smith, jr.

Remains of mammals from caves in the Republic of Haiti. 8 p. O (Smith. Misc. Colls. v. 74, no. 3; pub. no. 2707) ['22] Wash., D. C., Smithsonian Inst. pap. 10 c.

Parsons, Elsie Clews

Winter and summer dance series in Zuni in 1918. 44 p. tabs. diagr. Q (Am. archaeology and ethnology; v. 17; no. 3; Aug. 19, 1922) Berkeley, Cal., Univ. of Cal. Press pap. apply

Pease, F. G.

The angular diameter of Alpha Bootis by the interferometer; reprinted from the Proceedings of the Nat'l Academy of Sciences; v. 7; pp. 177-179; June, 1921. O (Communications to the Nat'l Academy of Sciences; no. 75; Mt. Wilson Observatory) Wash., D. C., Carnegie Inst. pap. apply

Peterson, Antoinette Rotan [Mrs. Frederick Peterson]

Everychild's book; il. by Jessie Gillespie. no paging il. pls. (col.) D c. N. Y., Macmillan 15 c.

Polti, Georges

The art of inventing characters; tr. from the French by Lucile Ray. 282 p. pls. O [c. '22] Franklin, O., J. K. Reeve \$2.50

Queen, Stuart Alfred

Social work in the light of history. 327 p. D (Lippincott's sociological ser.) c. Phil., Lippincott \$2

A study of social service in the perspective of historical development, setting forth the practical lessons of experience which the long past has enforced and revealing the tendencies for the future of human endeavor.

Quesnay de Beaurepaire, Alexandre Marie

Memoir concerning the Academy of the Arts and Sciences of the U. S. of America at Richmond, Va.; tr. by Rosewell Page; pub. as part of the report of the Va. state library for 1920-21. 50 p. facsm. O ['22] Richmond, Va., R. D. Bottom, Supt. of Pub. Pr. pap. 25 c.

Ramuz, C. F.

The reign of the evil one; authorized tr. by James Whitall; with an introd. by Ernest Boyd. 17+195 p. D (European library) [c. '22] N. Y., Harcourt, Brace \$1.75

The story of a little Swiss village, of the peasants at their work, of the conflict between good and evil that is fought out in their souls and the ceaseless struggle with the elemental forces of nature.

Remington, Mrs. Pauline E.

Politics and tea; being a brief history of the activities of the Minneapolis Republican Women's Club since its organization in May, 1920, by the first president [author]. 156 p. pls. il. pors. O ['22] Minneapolis, Minn., Colwell Press, Inc. \$2; pap. \$1.50

Rhodes, James Ford

The McKinley and Roosevelt administrations, 1897-1909. 10+418 p. (bibl. foot-notes) pls. (pors.) O c. N. Y., Macmillan \$4

Beginning with the presidential campaign of 1896, Mr. Rhodes gives a history of the Spanish War, events leading up to the building of the Panama Canal, the Russo-Japanese Treaty Conference, Roosevelt's prosecution of the trusts, together with esti-

mates of Mark Hanna, William McKinley, John Hay, Carl Schurz, William H. Taft, Henry Cabot Lodge, Theodore Roosevelt, etc.

Rhys, Ernest

The growth of political liberty; a source book of English history; selected and ed. by [author]. 18+331 p. S (Everyman's library) [n. d.] N. Y., Dutton 80 c.

Riley, Athelstan, i. e., John Athelstan Laurie

A guide to the Divine Liturgy in the East; being a manual for the use of English churchmen attending the celebration of the Eucharist according to the rites of the Holy Orthodox Eastern Church. 16+93 p. (bibl. foot-notes) front. T ['22] Milwaukee, Wis., Morehouse Pub. Co. \$1.25

Robinson, Mabel Louise

Little Lucia. 9+114 p. front. il. pls. D [c. '22] N. Y., Dutton \$1.50

The story of a little girl who breaks her leg and has to lie still for six weeks and how her mother makes her comfortable in a hammock under the trees, where she can enjoy the out-of-doors and make friends with the animals and birds.

Rowland, Henry C.

The magnet. 328 p. D ['22] N. Y., Dodd, Mead \$1.75

St. Denis, Louis Etienne

Napoleon from the Tuileries to St. Helena; personal recollections of the Emperor's second mameluke and valet [author] known as Ali; translation from the French and notes by Frank Hunter Potter; with an introd. by Professor G. Michaut, of the Sorbonne. 19+302 p. front. (por.) il. pls. (pt. pors.) plan maps O N. Y., Harper \$3

The second mameluke, Ali, served the Emperor during the period of comparative peace at the Tuileries, went with him thru the Russian campaign, followed him to Elba, was with him at Waterloo and stayed with him at St. Helena until his death.

Sanders, Georgiana J.

Modern methods in nursing; 3rd ed., rev. 878 p. front. (por.) il. pls. tabs, charts D c. '12-'22 Phil., Saunders \$3

Shakespeare, William

Hamlet; Prince of Denmark; decorated by John Austen. 175 p. front. il. pls. Q [n. d.] N. Y., Dutton \$10

Reformed Mennonite Church

Good tidings; a religious message for the purpose of disseminating spiritual knowledge; v. 1; no. 1. 32 p. O '22 Lancaster, Pa. [Author], Box 517. pap. apply

Ross, Clyde P.

Geology of the Lower Gila region Arizona. 14 p. pls. maps (fold.) Q (Dept. of Interior; U. S. Geol. Survey; professional pap. 129-H) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Russell, Henry Norris

Dark nebulae; reprinted from the proceedings of the Nat'l Academy of Sciences; v. 8; pp. 115-118, May, 1922. O (Communications to the Nat'l Academy of Sciences; no. 77; Mt. Wilson Observatory) Wash., D. C., Carnegie Inst. pap. apply

On the accuracy with which mean parallaxes can be determined from parallaxic and peculiar

motions on Majorana's theory of gravitation; note on cooling by expansion in sun-spots; reprinted from Astrophysical Journal; v. 54, 1921. various paging tabs., diags. O (Contribs. from Mt. Wilson Observatory; nos. 215, 216 and 217) Wash., D. C., Carnegie Inst. pap. apply

Safeguarding America against fire; fire fighting— past and present; v. 5; no. 7. 8 p. il. O '22 N. Y., Nat'l Bd. of Fire Underwriters, 76 William St. pap. apply

Shapley, Harlow and Mayberry, Beatrice W.

Studies of magnitudes in star clusters 13; variable stars in N. G. C. 7006; reprinted from the Proceedings of the Nat'l. Academy of Sciences; v. 7; pp. 152-154, May, 1921. tab. O (Communications to the Nat'l. Academy of Sciences; no. 74; Mt. Wilson Observatory) Wash., D. C., Carnegie Inst. pap. apply

Shearon, Lillian Nicholson

The little mixer. 55 p. il. (col.) D [c. '22]
Indianapolis, Ind., Bobbs-Merrill bds. 75 c.
A Santa Claus story for children.

Sherman, Stuart Pratt

Americans. 13+336 p. D c. N. Y., Scribner \$2

A discussion of certain individuals and tendencies in the light of America's vital tradition, including chapters on Mr. Mencken, the Jeune Fille, and The New Spirit in Criticism; The Emersonian Liberators; Walt Whitman; Roosevelt and the National Psychology; A Note on Carl Sandburg, etc.

Shonk-Weiler, J. H.

The adventures of Brownie Bear. no
paging il. pls. (pt. col.) Q [n. d.] Cin., O.,
Standard Pub. Co. \$1

For very little children, profusely illustrated.

Sinclair, May

Anne Severn and the Fieldings. 320 p. D
c. N. Y., Macmillan \$2

The story of Anne Severn's relations with the Fielding family, father and mother and three sons, beginning in her childhood and covering twenty years of a drama of many psychological motifs: love, honor, compassion and remorse centred in the three principal characters—Anne, Jerrold Fielding and Jerrold's wife, Maisie.

Smith, George Henry

How to be a reporter; 2nd ed. 24 p. S
['22 c. '11] Franklin, O., J. K. Reeve pap.
15 c.

What editors want; 2nd ed. 32 p. S ['22
c. '11] Franklin, O., J. K. Reeve pap. 15 c.

Smith, Nancy W. Paine

The Provincetown book [il. with pen and
ink drawings by V. B. Rann, and drawings
by J. Henry Blake]. 260 p. front. il. pls. maps
D c. Brockton, Mass., Tolman Print, Inc.
\$2.25

A series of sketches of the town, past and present, of the history, the traditions, the people, the geography, the natural history of Cape Cod.

Smits, A.

The theory of allotropy; tr. from the Ger-
man with the author's sanction by J. Smeath
Thomas. 13+397 p. figs. O '22 N. Y.,
Longmans, Green \$7

Snider, Denton Jaques

A biography of William Shakespeare; set
forth as his life drama. 523 p. D (Literary
Bibles and biographies of their authors.) [c.
'22] St. Louis, Mo., Wm. Harvey Miner Co.,
Inc. \$1.50

Southard, Elmer Ernest, M.D., and Jarrett, Mary C.

The kingdom of evils; psychiatric social
work presented in one hundred case histories
together with a classification of social divi-
sions of evil; with an introd. by Richard C.
Cabot, M.D., and a note upon legal entangle-
ment as a division of evil by Roscoe Pound.
20+707 p. O c. N. Y., Macmillan \$5.50

A record of human misfortunes and their healing
by the late Professor in the Harvard Medical School
and director of the Boston Psychopathic Hospital and
by the Associate Director of the Smith College Train-
ing School for Social Work.

Steeb, George Velten

Special agents and adjusters handbook; 2nd
ed. 118 p. il. tabs. D [c. '08-'22] N. Y.,
Spectator Co. \$2

Stengel H. Oxley

The story of Mary Lyon. 181 p. front.
(por.) il. pls. D (Famous Americans for
young readers ser.) [c. '22] N. Y., Barse &
Hopkins \$1

Stephenson, Nathaniel Wright

Lincoln; an account of his personal life,
especially of its springs of action as revealed
and deepened by the ordeal of war. 474 p.
(5 p. bibl.) front. (por.) il. pls. (pt. pors.)
O [c. '22] Indianapolis, Ind., Bobbs-Merrill
\$3

Stevenson, John Alford

Selling life insurance. 11+296 p. (1½p.
bibl.) tabs. O c. N. Y., Harper \$3.50

The underlying theory of the strategy of selling,
giving suggestions, plans and definite methods of pro-
cedure adapted for schools of life-insurance sales-
manship as well as the field man.

Stone, Gene

The story of Thomas Jefferson. 182 p.
front. (por.) il. pls. facsms. D (Famous
Americans for young readers ser.) [c. '22]
N. Y., Barse & Hopkins \$1

Sweetapple, Rev. H. D. S.

Heart and hand; or, the confirmation call.
30 p. il. S ['22] N. Y., Macmillan pap. 8 c.

Trabue, Alice Elizabeth

A corner in celebrities. 65 p. (bibl. foot-
notes) il. pls. (pt. pors.) plan, facsm. Q [c.
'22] Louisville, Ky., G. G. Fetter Co. \$1.50

A short biographical narrative of distinguished
men who have sprung from a quaint corner of the
town in picturesque Frankfort, Kentucky, including
Supreme Court Justices, Cabinet Officers, U. S.
Senators, Governors, Congressmen, foreign representa-
tives and Admirals of the Navy.

Special Libraries Association. Committee on Co-operation with the Dept. of Commerce

Commercial libraries and the Dept. of Commerce;
a report to Herbert C. Hoover, secretary of com-
merce, by the Com. on co-operation with the Dept.
of Commerce, H. H. B. Meyer, chairman; ed. by
Dorsey W. Hyde, jr., pres. Special Libraries Assn.
28 p. D ['22] Wash., D. C., [Author] apply

State Historical Society of Iowa

The Iowa Journal of history and politics; ed.
by Benjamin E. Shambaugh; v. 20; no. 3. 161 p.
O '22 Iowa City, Iowa. [Author] pap. 50 c.

Stose, George W.

Barytes and barium products in 1921; mineral re-
sources of the U. S.; pt. 2. various paging tabs.
O (Dept. of Interior; U. S. Geol. Survey) '22
Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.
apply

Strömberg, Gustaf

On the distribution of the velocities of stars of
late types of spectrum; reprinted from the Pro-
ceedings of the Nat'l. Academy of Sciences; v. 8;
pp. 141-146; June, 1922. diagrs., chart O (Com-
munications to the Nat'l. Academy of Sciences; no.
79; Mt. Wilson Observatory). Wash., D. C.,
Carnegie Inst. pap. apply

Unconventional Joan; old acquaintances, whom you will recognize when you meet them, herein provide the themes, atmosphere and action of a candidly daring effort to please and help you. 300 p. D [c. '22] Chic., Bungalow Bk. Co. \$2

A modern, realistic and humorous novel about men and women we know, which exposes an evil and its causes, strikes what nobody dared attack, discusses Anglo-American ties and damns the tragedy of compromise.

Untersteiner, Alfredo

A short history of music; new ed. 347 p. O [22] N. Y., Dodd, Mead \$2

Verrill, A. Hyatt

The boys' book of carpentry. 254 p. il. D [22] N. Y., Dodd, Mead \$1.65

Vogel, Karl

Aloha around the world; with an introd. by Commodore Arthur Curtiss James; with il. from original photographs. 17+274 p. front. (col.) il. pls. maps O c. N. Y., Putnam \$3.50

A trip from port to port around the world in the yacht *Aloha*, for the guests of Commodore James, seeking out the unfrequented corners of the earth's surface, taking over eight months for the voyage, told by one of the members of the little party of six.

Walker, Abbie Phillips [Mrs. Fred Allan Walker]

Sandman's fairy stories; il. by Rhoda C. Chase. 146 p. front. il. pls. (col.) D (Sandman ser., no. 9) [c. '22] N. Y., Harper 60 c.

Tales for little children, including *The Fourth Daughter of the Witch*, *The Magic Cakes*, *The Three Ogres* and *The Pearl*.

Sandman's might-be-so stories; il. by Rhoda C. Chase. 157 p. front. il. pls. (col.) D (Sandman ser., no. 10) [c. '22] N. Y., Harper 60 c.

Stories about the animals, Mr. Fox, Mr. Turtle, Mr. Jack Rabbit, doing all the funny and serious things that children and grown-ups do.

Watson, Evelyn M.

Divine fire and other poems. 60 p. D [22] Phil., Dorrance \$1

West, Willis Mason

The story of world progress. 19+669+47 p. front. (col.) il. pls. (pt. col.) maps (col.) D (Allyn and Bacon's ser. of school histories.) [c. '22] Bost., Allyn & Bacon \$2

A history suited to the ninth or tenth school year, giving the essentials of both ancient and modern world progress.

Whipple, Wayne

The story of young Abraham Lincoln. 258 p. front. (col.) il. pls. (col.) D [c. '15, '18] Phil., Altamus \$1

The story of young George Washington. 256 p. front. (col.) il. pls. (col.) D [c. '15, '18] Phil., Altamus \$1

Whitcomb, Ida Prentice

Young people's story of music. 399 p. il. O [22] N. Y., Dodd, Mead \$3.50

Whitaker, J. E., D.D.

Gospel truths; presenting Christ and the Christian life. 261 p. D [c. '22] Phil., United Lutheran Publication House \$1.75

Wigram, W. A.

The Assyrian settlement; with foreword by the Archbp. of Canterbury. 32 p. front. (map) S '22 N. Y., Macmillan pap. 20 c.

Winchester, Caleb Thomas

An old castle and other essays. 18+395 p. front. (por.) O c. N. Y., Macmillan \$3

Essays on Shakespeare, Ruskin, Swift, etc., by the late Professor in Wesleyan University, whom the Oxford Professor of English Literature, Sir Walter Raleigh, pointed out as the most interesting man he had met in America.

Woods, Frederick S.

Higher geometry; an introduction to advanced methods in analytic geometry. 10+423 p. il. O [c. '22] Bost., Ginn \$5

Woolman, John

The journal and essays of [author]; ed. from the original mss. with a biographical introd. by Amelia Mott Gummere; Rancocas ed. 22+643 p. (21 p. bibl.) front. (por.) il. pls. facsms. O c. N. Y., Macmillan \$6

Zern, Frank W.

Cornelius. 162 p. O [c. '22] Bost., Christopher Pub. House \$1.75

A story of Western life, with a romantic setting and a vital character study, dealing with the problems of daily and hourly moral decisions, of free will and personal freedom.

Zola, Emile

Nana; tr. from the French; with an introd. by Burton Rascoe. 12+408 p. O c. N. Y., Knopf \$4

U. S. Dept. of Commerce; Bur. of Foreign and Domestic Commerce

Dutch Guiana. 3 p. tabs. O (Supplement to commerce reports) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Hongkong. 24 p. tabs. O (Trade and economic review, 1921; no. 10; supplement to commerce reports) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Trade of Aden; fiscal year 1920-21. 3 p. tabs. O (Supplement to commerce reports.) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Trade of Czechoslovakia for 1920. 7 p. tabs. O (Supplement to commerce reports) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Trade of Hongkong for 1920. 23 p. tabs. O

(Supplement to commerce reports) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Univ. of Texas

Book of views; 1922-'23. 46 p. il. O (Bull. no. 2216; April 22, 1922) Austin, Texas [Author] pap. apply

Honor list of the College of Arts and Sciences and College of Engineering; spring term, 1921-'22. 10 p. O (Bull. no. 224; June 22, 1922) Austin, Texas. [Author] pap. apply

Wetmore, Alexander

Remains of birds from caves in the Republic of Haiti. 5 p. figs. O (Smith, Misc. Colls. v. 74, no. 4; pub. no. 2708) [22] Wash., D. C., Smithsonian Inst. pap. 10 c.

Title Index to the "Weekly Record"

Does not include the material listed in smaller type

- Adventures of Brownie Bear, The. Shonk-Weiler, J. H. \$1. *Standard Pub. Co.*
Aloha around the world. Vogel, K. \$3.50 *Putnam*
Aluminum and its alloys. Grard, C. \$5 *Van Nostrand*
Americanization in Delaware 1921-22. Hart, H. *Service Citizens of Delaware.*
Americans. Sherman, S. P. \$2 *Scribner*
Anne Severn and the Fieldings. Sinclair, M. \$2 *Macmillan*
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Belief in Christ. Gore, C. \$2.25 *Scribner*
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Charles Joseph Bonaparte. Bishop, J. B. \$2.50 *Scribner*
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- McKinley and Roosevelt administrations, 1897-1909, The. Rhodes, J. F. \$4 *Macmillan*
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Truth of things, The. Mann, W. E. \$1.50 *Cornhill Pub. Co.*
Unconventional Joan. \$2 *Bungalow Bk. Co.*
What editors want. Smith, G. H. 15c. *J. K. Reeve*
Who and what am I? Hensley, M. E. \$1.75 *Christopher Pub House*
Why did Jesus fast? \$1 *Rev. H. Arndt*
Yezad, a romance of the unknown. Babcock, G. \$2 *Co-operative Pub. Co.*
Young man and journalism, The. Lord, C. S. \$2 *Macmillan*
Young people's story of music. Whitcomb, I. P. \$3.50 *Dodd*

Rare Books, Autographs and Prints

THE DIAL, in its issue of December inaugurates a new department for booklovers and collectors under the title "The Bibliophile," in which it will publish the "announcements from the book shops and publishers and information about rare books, dealers and collectors."

Charles F. Heartman's bibliographical check list entitled "The New England Primer, issued Prior to 1830," limited to 265 copies, a handsome royal octavo, bound in blue boards, linen back, illustrated with many facsimiles from rare volumes, has just been published. It will be indispensable to collectors interested in this field of Americana.

Dorbon-Ainé, Inc., 19 East 57th Street, announces the publication of the supplementary volumes by Deschamps & Brunet which complete the "Manuel du Librarian et de l'Amateur de Livres" by Brunet, published in Paris in 1860-65. These supplementary volumes have long been out of print and are missing in most sets.

An exhibition of Piranesi's famous etchings, comprising the views of Rome, is being held at the Weyhe Gallery, 710 Lexington Avenue. A few of Piranesi's rare prison scenes are included. In connection with the exhibition Mr. Weyhe announces the publication in America of a new book on Piranesi, a *catalogue raisonné* of the Vendute di Roma with an illustration of each etching and with an introduction by A. M. Hind of the British Museum.

"The Pilgrim Press, a Bibliographical and Historical Memorial of the Books Printed at Leyden by the Pilgrim Fathers," by Rendel Harris and Stephen Jones, with a chapter on the location of the Pilgrim Press at Leyden by Dr. Plooij of Leyden, has been issued by W. Heffer & Sons of Cambridge, England. It is a little volume of 128 pages with 38 plates, and beside the historical material, which is of interest and importance, it contains a complete list, with collation and notes of the issues from the press of William Brewster at Leyden.

One of the bibliographical discoveries made public in Ford's "The Boston Book Market, 1679-1700," published by the Club of Odd Volumes, was that of a New England Primer of 1685, supposed to have been first printed in 1690. Mr. Goodspeed, in commenting upon this discovery says "as the reference of this date mentions the New England Primer as being a current commodity in London, it is possible that it may yet rest with some English bookseller to unearth a copy of that long sought rarity—the first edition of the great American juvenile classic."

The theatrical collection of books, photographs and play bills of Charles Burnham of the Gaiety, Wallack and Daly Theatres, comprising books on the stage and drama including Daly's privately printed plays; portraits and autographs of noted American actors, play bills of New York theatres, notably a unique bill of the John Street Theatre, 1773, and a long run of Wallack bills; programs, views and a few items relating to New York and Abraham Lincoln; and a fine portrait in oils by the painter John W. Alexander of John Gilbert in the character of Sir Peter Teazle, will be sold at the Walpole Galleries, December 11 and 12.

Among the recent additions to the Spencer collection of fine bindings in the New York Public Library is an illuminated copy of "Ecclesiastes, or the Preacher, and the Song of Solomon," one of ten copies on vellum printed in red and black by the Ballantyne Press from a font known as King's type designed by Charles Ricketts. The illuminations consisting of marginal and full page decorations, were designed and executed by Mrs. de Loria Norman at Lyme, Conn., in 1920, and the covers were designed and executed by her. The quality of her work is quite akin to that of the great illuminators of the fourteenth and fifteenth centuries.

James Rosier's "A True Relation of the most prosperous voyage made this present yeere of 1605 in the Discovery of the Land of Virginia," by Captain George Weymouth, printed in London in 1605, two years before the first settlement of Jamestown, Virginia, was sold in the Cassiobury Park Library, November 30, at Hodgson's in London, for £1,060. Six other copies are known to be extant, all of them in public institutions—one in the British Museum, the others in this country. Weymouth's voyage was actually to the coast of Maine, undertaken for the "transplanting of a colony for the plantation thereof," but the localities visited were obscurely described by Rosier, as he explains, so that no "forrein nation (being fully assured of the fruitfulness of the countries) should be able to take advantage of the information."

A dispatch from Cairo asserts that the value of the contents of two of the chambers which the Egyptological excavators recently found on the site of ancient Thebes, near Luxor, has been estimated at more than £3,000,000. The dispatch adds that the quantity of the relics found is believed to exceed the capacity of the Cairo Museum. Other sealed chambers, one of which is believed to be the tomb of King

Tutenkhamen, a heretic king of the eighteenth dynasty, who reigned about 1350 B.C. will remain unopened until further Egyptological experts and an adequate staff arrives. According to the dispatch to the *London Times* from Luxor, the objects found are so valuable that the excavators have ceased work until adequate provision has been made for the care of the relics and records found. Mr. Laeau, an eminent archeologist and Egyptian Government conservator of antiquities, who has inspected the discoveries, says that they make invaluable additions to our knowledge of the art and history of ancient Egypt.

The private libraries of the late Hugh L. Bond of Baltimore, the late C. I. Hudson of Syosset, Long Island, with additions, comprising English, American and French literature in library sets, first editions, colored plate books, many in fine bindings, were sold at the American Art Galleries November 28 and 29, 745 lots bringing \$24,946.50. The more important lots, especially of the sets, brought good prices. Dealers from Chicago and Philadelphia were present and there was active competition thruout the sale. Some of the lots and the prices which they brought were the following: Audubon's "Birds of America," and "Quadrupeds of North America," together 10 vols., morocco, New York, 1855-56, \$330; Jane Austen's "Novels," 12 vols., calf, Edinburgh, 1911, Winchester edition, \$120; The Holy Bible, 14 vols., pigskin, London, n.d., published by the Grolier Society, \$155; Lord Lytton's "Novels and Romances," 32 vols., morocco, Boston, 1891-92, edition de luxe, \$105; Joseph Conrad's "Works," 18 vols., levant, Garden City, 1920, the Sun Dial edition, \$280; Cooper's "Complete Works," 33 vols., New York, n.d., Leather Stocking edition, \$140; Dickens's "Works," 30 vols., levant, London, n.d. Chapman & Hall's edition, \$330; Dumas's "Romances," 60 vols., calf, Boston, 1893-1898, illustrated library edition, \$205; John Fiske's "Writings," 24 vols., Cambridge, 1902-17, edition de luxe, \$130; Kipling's "Works," 26 vols., New York, 1914, the Seven Seas edition, \$130; George Meredith's "Works," 32 vols., morocco, Westminster, 1896, limited edition, \$115; nineteen letters from George Moore to James G. Hunneker over a period of ten years from 1901 to 1910, \$330; O. Henry's "Complete Writings," 14 vols., levant, Garden City, 1917, Memorial edition, \$210; John Gould's "Monograph of the Trochilidae," 5 vols., London, 1861, \$450; the First, Second, Third and Fourth Folios of Shakespeare reproduced in facsimile, London, 1910-1909-1905-1904, \$225; and Stevenson's "Works," 28 vols., levant, Edinburgh, 1894-98, Edinburgh edition, \$350.

The collection of early original historical material relating to California, Oregon, Texas

and the Middle and Far West sold at Anderson Galleries was one of the most important ever dispersed in this country. There was a good attendance thruout the four sessions, bidding was spirited, buying well distributed and prices generally were high. The 1,157 lots realized \$42,952.45. Some of the more important lots and the prices which they brought were the following; Lorenzo D. Aldrich's "A Journal of the Overland Route to California," 8vo, sewn, Lansingburgh, N. Y., 1851, \$290; Audubon's "Birds of America," 4 vols., elephant folio, London, 1827-30, \$1,250; Stephen F. Austin's "Map of Texas and Parts of the Adjoining States," Philadelphia, 1830, \$130; Austin's "Esposicion al Publico sobre los Asuntos de Tejas," 8vo, sewn, Mexico, 1835, \$1,075; Edward M. Kern's A. L. S. 4 pp. folio, Sutter's Fort, March 1897, announcing the disaster to the Donner party, \$1,100; San Francisco *Morning Call*, Vol. I, No. 1 to Vol. I No. 158, in all, 158 numbers, December 1, 1856 to May 31, 1858, the only file of Vol. I known to be in existence, \$1,275; J. H. Carson's "Early Recollections of the Mines, and a Description of the Great Tulare Valley," map, 8vo, calf, Stockton, 1852, \$360; S. C. Damon's "A Trip to the Sandwich Islands to Lower Oregon and Upper California," 4vo, sewn, Oahu, 1849, the earliest work printed in the Sandwich Islands, \$165; Frederick A. Gay's "Sketches of California," 8vo, wrappers, New York, 1848, one of two perfect copies, \$330; LaFayette Grover's "The Oregon Archives," 8vo, wrappers, Salem, 1853, \$215; William Harris's "Mormanism Portrayed," 8vo, sewn, Warsaw, Ill., \$400; Lansford W. Hastings's "A New Description of Oregon and California," etc., 8vo, wrappers, Cincinnati, 1857, \$290; Daniel W. Lowell's "Map of the Nez Perces and Salmon River Gold Mines," 12mo, cloth, San Francisco, 1862, \$7.60; Heber C. Kimball's "Journall," giving an account of his mission to Great Britain for the Mormon Church, Nauvoo, Ill., 1840, one of the earliest imprints of the Mormon press, \$615; and the "Constitution of the State of Deseret with the Journal of the Convention which formed it and the proceedings of the Legislature consequent thereon," 8vo, sewn, Kanesville, 1849, \$1,030.

F. M. H.

Auction Calendar

Monday and Tuesday afternoons, December 11th and 12th, at 2:30. The theatrical collection of books, photographs and playbills of Charles Burnham of the Gaiety, Wallack and Daly Theatres. (No. 260.) The Walpole Galleries, 12 West 48th Street, New York City.

Catalogs Received

Choice books, manuscripts, fine bindings. (No. 111; Items 253.) Estate of George D. Smith, 8 East 45th Street, New York City.
First editions rare books, association copies, etc. (No. 24; Items 577.) Frank Redway, 9 Thornton Road, Wimbledon Common, S. W. 19, England.

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The Publishers' Weekly

62 West 45th St., New York

THE AMERICAN BOOK TRADE JOURNAL

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Half page	\$30.00
Eighth page	7.50
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The Weekly Book Exchange**Books Wanted and For Sale**

Under these headings subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED**Allan, Care Publishers' Weekly.**

Bowker, Economics of the People.
Adairs Bookstore, 1715 Champa St., Denver, Colo.
England, Darkness and Dawn.
Whitney, Jade.
Hollister, Navajo and his blanket.
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Historic Towns of the Connecticut Valley.

A. J. Huston, Portland, Me.

Codman, Arnolds Expedition to Quebec.
Holmes, Hinkley, An Industrial Pioneer.
James, Henry, Sr., Lectures and Miscellany.
MacNamara, Nottidge, Charles, London, 1896.
Sewall, Ancient Voyages to the Western Continent.
Spencer, Letters of Lady Lyttelton.
When Railroads Were New.
Wonders and Curiosities of the Railway, 1884.

Illinois Book Exchange, Lakeside Bldg., 202 S. Clark St., Chicago, Ill.

Brantome, Abbey de, Biographical History.
Memoirs of Margaret de Valois.
Memoirs Court of Stuarts.
Memoirs Court of Louis XV.
Memoirs Court of Versailles.
Theobald on Wills.

The International News Co., 83-85 Duane St., New York City.

Richard Wagner, W. J. Henderson, bd.
Encyclopedia Britannica, cloth.

International Press Clipping Service, 552 First Ave., Quebec, Canada.

Who's Who in U. S. A., State ed.
Finger Prints, Treatise on.

G. A. Jackson, 20 Pemberton Square, Boston, Mass.
American Book Prices, 1919.
New Hampshire Supreme Court Reports, Vols. 1-10.
Porter, Cruise of the Essex, 2 vols., 1824 ed.
Hypothetical Question in Thaw Case.

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Conquest of the Tropics, Adams.
Fowke, Archeological History of Ohio.
Vols. 3 and 4, Sturgis History of Architecture.

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Clemens, Tom Sawyer Abroad, T. S. Detective, 1896.
Deland, Good for the Soul, 1899.
Harpers Christmas, 1882.
Hay, The Bread Winners, 1884.
Hay, The Enchanted Shirt, 1889.
Howells, Niagara Revisited, 1884.
Howells, Story Book, 1900.
London, People of the Abyss, 1903.
London, Log of the Snark, 1915.
Mitchell, Hugh Wynne, large paper.
Mitchell, In War Time, 1885.
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European War, Nos. 1 and 2, Dept. of State, Diplo-
matic Correspondence with Belligerent Governments
Relating to Neutral Rights and Duties.

The Kendrick-Bellamy Co., 16th St. at Stout, Denver,
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The Bushwood Boy, Kipling, illus. ed.
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I. Kerner, 334 E. 26th St., New York City.

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Morley's Eighth Sin, pub. Basil Blackwell.

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Spires of Oxford, W. M. Letts, Dutton.
Life of Canon Barnett, 2 vols., H. M. & Co.
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Century Encyclopedia of Names, reg. pap. ed., 1914.
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Fosdick, French Blood in Amer.
Musical America, Feb. 11, 1922.

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Calhoun's Works, 1854, Vols. 5 and 6.
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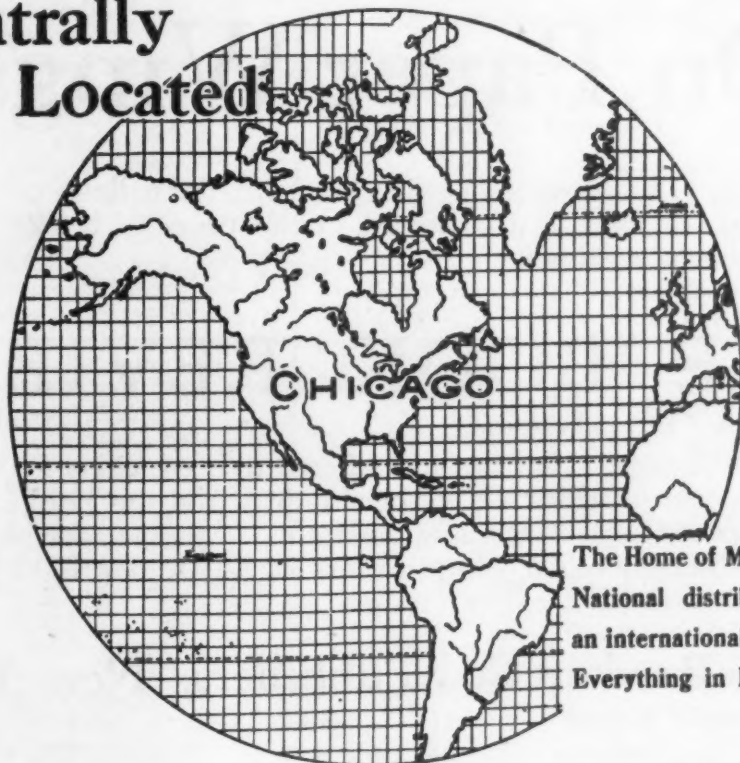
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